

Mr Wilson tells of IRA plans for 'scorched earth' policy in Belfast

The Prime Minister yesterday disclosed IRA plans to occupy parts of Belfast and carry out a scorched earth policy...

Seized documents show areas to be occupied

David Wood, official Editor of the IRA, has admitted plans to occupy and control densely populated areas in Belfast and its suburbs...

Provisionals release letter in attempt to embarrass Mr Rees

Robert Fisk, Dublin, writes that the Provisional IRA yesterday tossed what it hoped would be a damaging political time bomb at Mr Merlyn Rees...

Comfortable majority for divorce in Italian poll

Peter Nichols, Rome, writes that Italians voted to keep divorce a substantial majority in yesterday's referendum...

Mr Mason predicts minimum reduction in Britain's defence spending

Hugh Noyes, Westminster Correspondent, writes that Mr Roy Mason's first significant pronouncement in the Commons yesterday as Secretary of State for Defence will have given little joy to those in the Labour ranks...

2 injured by gas blast

A Staff Reporter writes that three houses were wrecked in Lincoln last night when a gas explosion blew through Eastbourne street...

Figures suggest inflationary pressure is easing

Melvyn Westlake, Economics Staff, writes that inflationary pressures on industry, other than pay claims, may be starting to ease...



Nurses demonstrating yesterday outside the Royal College of Nursing.

100,000 nurses in threat to resign

By Staff Reporters, London. As 2,000 nurses marched in London yesterday in support of their pay claim, the Royal College of Nursing said it would advise 100,000 nurses to resign...

Civil servants in pay fight refuse to obey government orders

From Paul Routledge, Labour Correspondent, Douglas, IoM. Civil servants have taken the unprecedented step of refusing to carry out government orders in their fight for extra pay for implementing higher pensions...

Engineers stop work on frigate for Chile

From a Staff Reporter, Glasgow. Engineers at Yarrow's shipyard on the Clyde refused to work yesterday on the £18m frigate Lynch, which is being built for the Chilean Navy...

Princess loses her horse Doublet

Princess Anne's partnership with her horse Doublet ended yesterday when the chestnut gelding broke a leg and had to be destroyed...

Advertisement for the Hilton Roof Restaurant. It features a cartoon illustration of a man and a woman sitting at a table. The text says: 'If you feel you're 300ft. off the ground you're either in love. Or in the Hilton Roof Restaurant. Or both. Three hundred feet above Park Lane, the air's rarer, the food's nicer, and the music has an unearthly beat (with two bands fiddling while Romeo burns)...

The rest of the news

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HOME NEWS

Mr Heath plays down Labour front bench 'scandals'

By Michael Hatfield Political Staff

Mr Heath last night spoke publicly for the first time about "scandals" on the Government front bench. Although no names were mentioned, his remarks were treated only as a reference to recent allegations.

The Leader of the Opposition told a meeting of London Conservatives: "People of Britain should realize at this time that there are things of importance outside the little local difficulties of the minority Labour Government."

Although Mr Heath was in a sense publicly rebuking the activities of one or two of his own backbenchers for raising the allegations in Parliament, there may well be attacks on him from the ministerial side...

Constituency calls on Labour MP to resign

A Scottish Labour MP is to fight a move to get him out of his seat before the next election. Mr William Baxter, aged 62, MP for Stirlingshire, West, since 1959, has been asked by his constituency party to retire before the next general election.

Mr Baxter said yesterday from his home at Kilsyth, near Glasgow, that he would appeal to the national executive. He said the move followed recent infiltration by young people, mainly university students, into the local constituency party.

IRA conference: British deserter arrested

Continued from page 1

withdrawn, particularly in the Belfast area, the position of the Catholics would be very difficult.

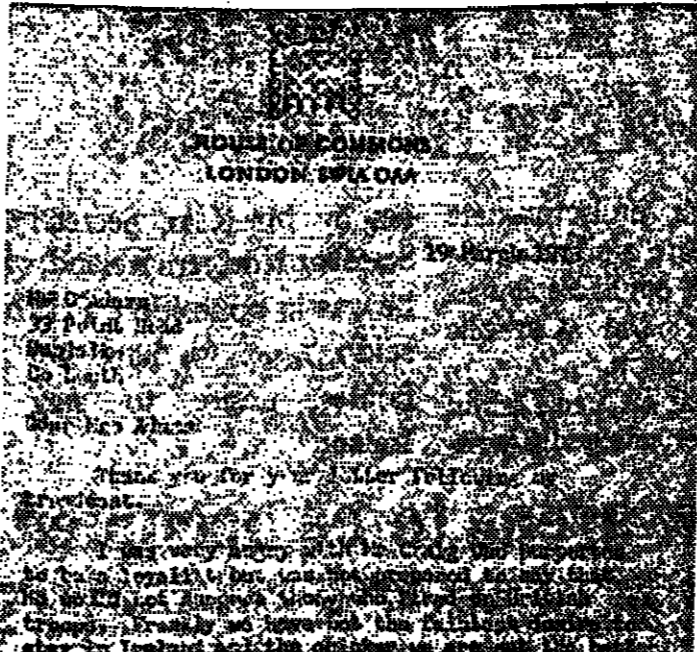
Mr O'Connell said yesterday that he had had the letter for some time and that Mrs Adams had given him permission to distribute copies of it.

She confirmed, however, that she had given the letter "to someone from Sinn Fein in Dublin". She said that, although she was a housewife with no political affiliations, she was 100 per cent behind the IRA.

The Dublin Government was outwardly phlegmatic, pointing out the Irish ministers thought Mrs Adams' statement in the Commons during the afternoon more than compensated for the attention directed towards Mr O'Connell.

The Southern Irish Government was presented with another difficulty during the afternoon when the young British deserter who had been produced by Mr O'Connell was taken to the Department of Foreign Affairs in Dublin to seek political asylum.

When Mr O'Connell left the little hotel at Rathfarnham, the young deserter stood in the main corridor between the two IRA bodyguards, looking rather lost.



Part of a photocopy of the letter, alleged to have been written by Mr Merlyn Rees, released at an IRA press conference in Dublin

letter should upset the inter-governmental talks on Sunningdale but both British and Irish politicians remained apparently indifferent.

Asked about the behaviour of British soldiers, Private Burns said: "On a few occasions I saw people brought into Fort Monagh being roughed up, getting a rough time. Some people were beaten and thrown about when they were brought in for questioning."

When Mr O'Connell left the little hotel at Rathfarnham, the young deserter stood in the main corridor between the two IRA bodyguards, looking rather lost.

Asked about the behaviour of British soldiers, Private Burns said: "On a few occasions I saw people brought into Fort Monagh being roughed up, getting a rough time. Some people were beaten and thrown about when they were brought in for questioning."

When I managed to have a private word with him, he said he told his mother about his decision last month, and that he did not regret it but had not had the courage to tell his father what he was going to do.

When I asked him why he had not telephoned his parents since April 23, he looked around him and then said quietly: "I was advised not to."

Later, however, he was arrested by police officers guarding the Department of Foreign Affairs, where the post-Sunningdale talks were going on, when he called there to ask for political asylum.

Mr Charles McGlade, the veteran Sinn Feiner, who went to the department with him, was also detained and both were being held last night at the Brixton prison under section 30 of the Offences Against the State Act, which allows anyone to be held without charge for up to 48 hours.

Mr O'Connell, made a fairly predictable demand of the British Government. "The chief war aim," he said, "is to secure a public commitment from Britain to withdraw its military and civilian authorities from Ireland."

Questioned about the morality of bombing town centres in Northern Ireland and killing civilians, he said: "We have carried out strikes against business concerns in order to spread enemy forces throughout the area and to increase the cost to the British Government."

"A war is a war, and in a war you cannot fight without inflicting damage. In our whole campaign we try to ensure that civilian casualties are kept to a minimum. The IRA will maintain pressure on the British forces and will increase the resistance to British rule."

Mr O'Connell was asked if the bombing campaign in England would come to an end. The Provisionals in Belfast, he said, would be increasing their efforts and had not been seriously affected by last Friday's arrests. A new brigade commander in the city had been appointed but, he added, "the IRA has never claimed responsibility for the bombing campaign in England".

In brief

20 arrests in football chaos

More than 20 arrests made in Liverpool when vandalism and rioting marred the testimonial match for Ron Yeats, the Liverpool player, between pool and the South holders, Celtic.

There were disturbances in Liverpool throughout, and a special train from reached Lime Street 15 minutes late after pulling the commutator had forced it to stop 11.

Pupils back teach

About fifty pupils at Baldi Comprehensive Forest Town, Nottingham staged a protest against the support of Mr Mansel, a teacher who has been pending for allegedly upholding discipline.

Boy found hanged

Weymouth police are gazing at the death of a 15-year-old boy, found hanged from a tree in his home. He was the son of a found hanged in Weymouth the past six weeks.

Helicopter rescue

Colin and Brian Morag brothers, of A Road, Nottingham, were by helicopter yesterday when their rubber dingy blown two miles out to sea in the North Sea.

Mr Powell's return

Mr Enoch Powell, the Conservative MP, returned to the House of Commons today for the first time since his resignation of the post of Secretary of State for the Environment.

Woman hurt in explosion

A house was demolished in Lincoln and the police said a woman was taken to hospital with serious injuries.

Man who thr bottle cleared

Norman Johnstone, who admitted throwing which smashed in the street after Princess Anne's passed in Southampton, day, was acquitted by magistrates yesterday being drunk and disorderly.

Five to contest Sir Elwyn's seat

Five candidates have been nominated for the parliamentary by-election at Newham, South, on May 23. The seat was vacated in March by Sir Elwyn Jones, QC, in his elevation to the peerage as Lord Chancellor.

Oil price freeze urged

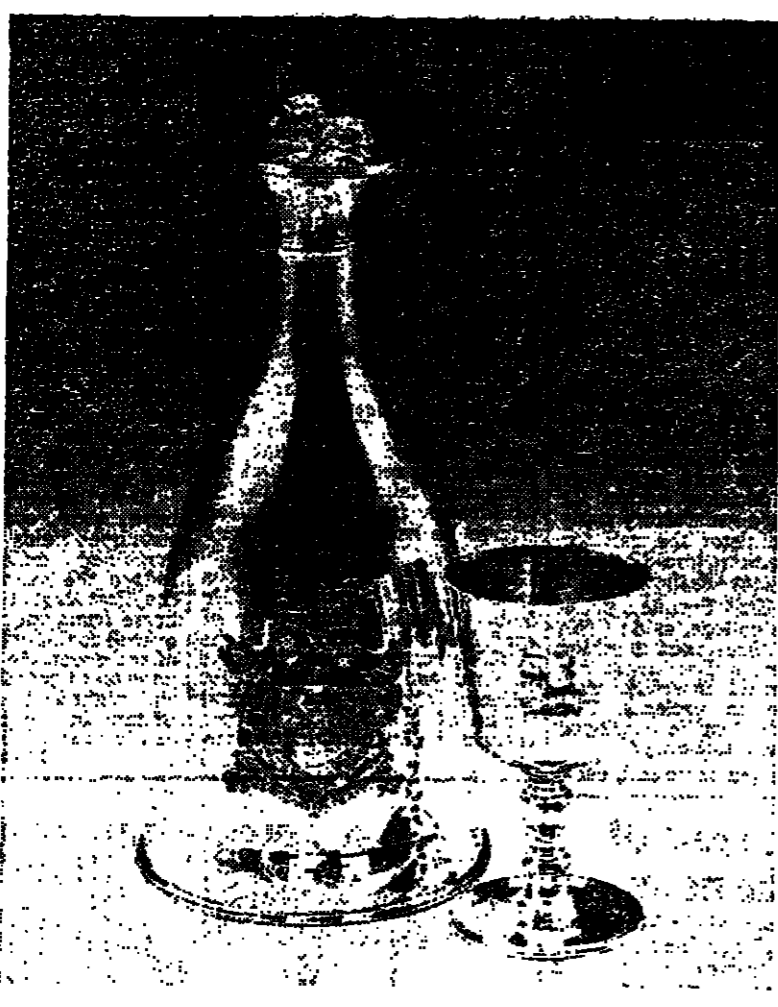
From Ronald Faux Edinburgh

The Scottish National Party yesterday accused oil companies of using the international oil crisis to raise crude oil profits fifteenfold. Mr Gordon Wilson, deputy leader of the party and spokesman on oil, told a press conference here that there was clear evidence of blatant profiteering by the oil companies.

press for a freeze on petrol prices until a similar investigation had been carried out. Mr Wilson declared that since the current round of crude oil rises began the price the oil companies paid for their supplies had risen by between 6.5p and 7.5p a gallon, yet the price charged to the consumers had already risen by between 16p and 17p. "Even allowing for increased refining and distribution costs there is some 9p a gallon unaccounted for and presumably going to oil company profits. This compares with a previous profit margin of around 1p a gallon", he said.

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Pat Arrowsmith fails in plea over jurors

A plea by Mr Neville Kesselman for the defence of Pat Arrowsmith, the peace campaigner, for potential jurors to be questioned about their beliefs was rejected by Judge Abdala, QC, at the Central Criminal Court yesterday.

Miss Arrowsmith, aged 43, of Middle Lane, Hornsey, London, denied that on September 22 last year she maliciously and advisedly endeavoured to seduce members of her Majesty's forces from duty or allegiance to her Majesty; and that she attempted to incite troops by possessing leaflets, entitled "Some information for British soldiers", of such a nature that distribution "would constitute an offence under the Incitement and Disaffection Act".

Miss Arrowsmith was asked to voice her views about Irish policy, but the law did not permit interference with a soldier's duty. Counsel continued: "This case is not about Ireland, not about the views Miss Arrowsmith may have about Ireland, but it is to protect the troops from incitement to disaffection and to commit what would in effect be treachery to desert."

The trial continues today.

Healey changes cover unions' £10m tax rebate

By Our Business News Staff

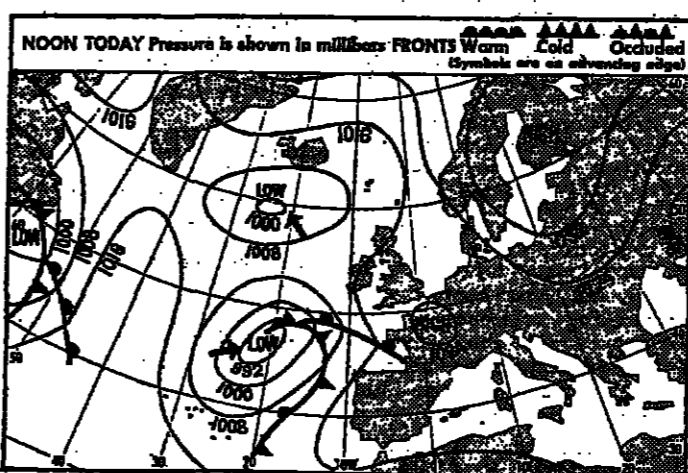
The Government has taken a further step towards cancelling the £10m in tax debts accrued by trade unions that deregistered under the Industrial Relations Act.

Two brothers on Maidenhead arms charges

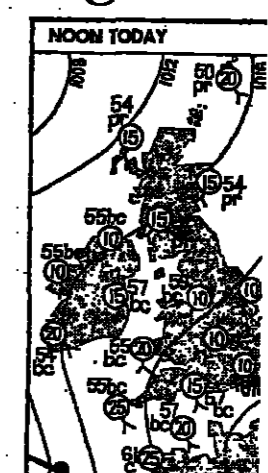
By Our Business News Staff

Two brothers were remanded in custody for three days when they appeared before magistrates at Maidenhead, Berkshire, yesterday on charges in connection with Saturday's police raid on a house in the town.

Weather forecast and recordings



Today Sun rises: 5.11 am Sun sets: 8.44 pm Moon rises: 1.51 am Moon sets: 12.26 pm



Yesterday London: Temp: max 7.2m, 16°C (61°F); min 7.1m, 11°C (52°F). Hum 71 per cent. Rain: 24 h 0.02in. Sun, 24h to 7 p.m. mean sea level, 7.7 millibars, rising, 1,000 millibars = 29.53in.

Nurses to strike today in Liverpool hospital

Continued from page 1

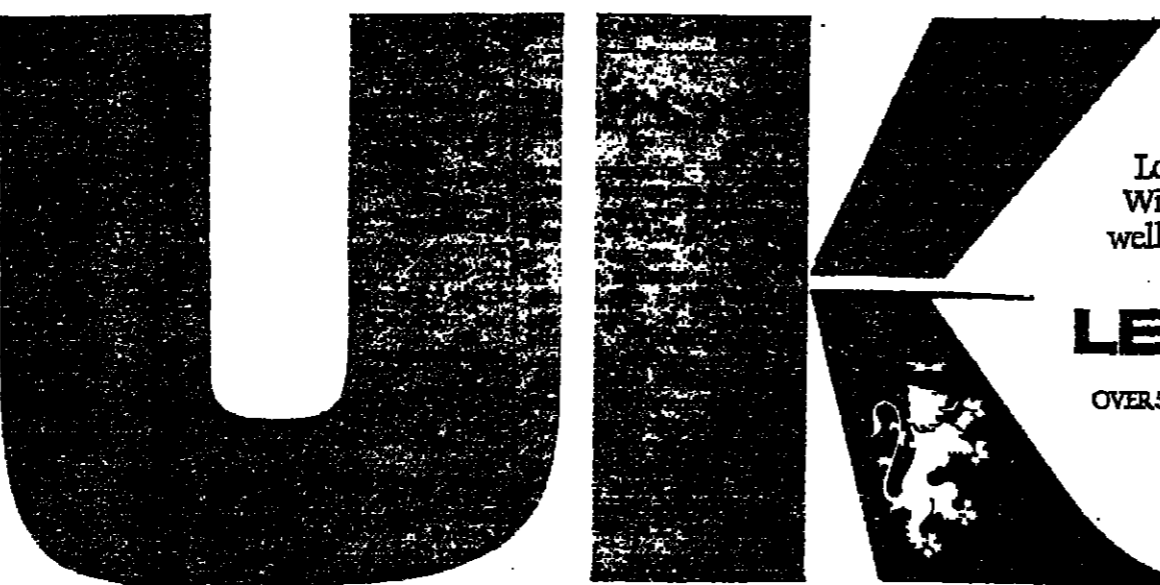
Nurses who resigned from the service, it was thought, would join nursing agencies or might be employed directly by area health authorities.

demands, and one nurse who suggested strike action was shouted down from the platform. In Liverpool, nurses at Newsham Hospital said they would strike for an hour or more, starting at 2 p.m. today.

At the resorts

Table with columns for location, sun, rain, and temperature. Includes resorts like Brighton, Bournemouth, and Blackpool.

Let's go around the



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And on the outside, a driver's door rear-view mirror.

The Triumph 2000 and 2.5 models, incidentally, have been up-dated too, and

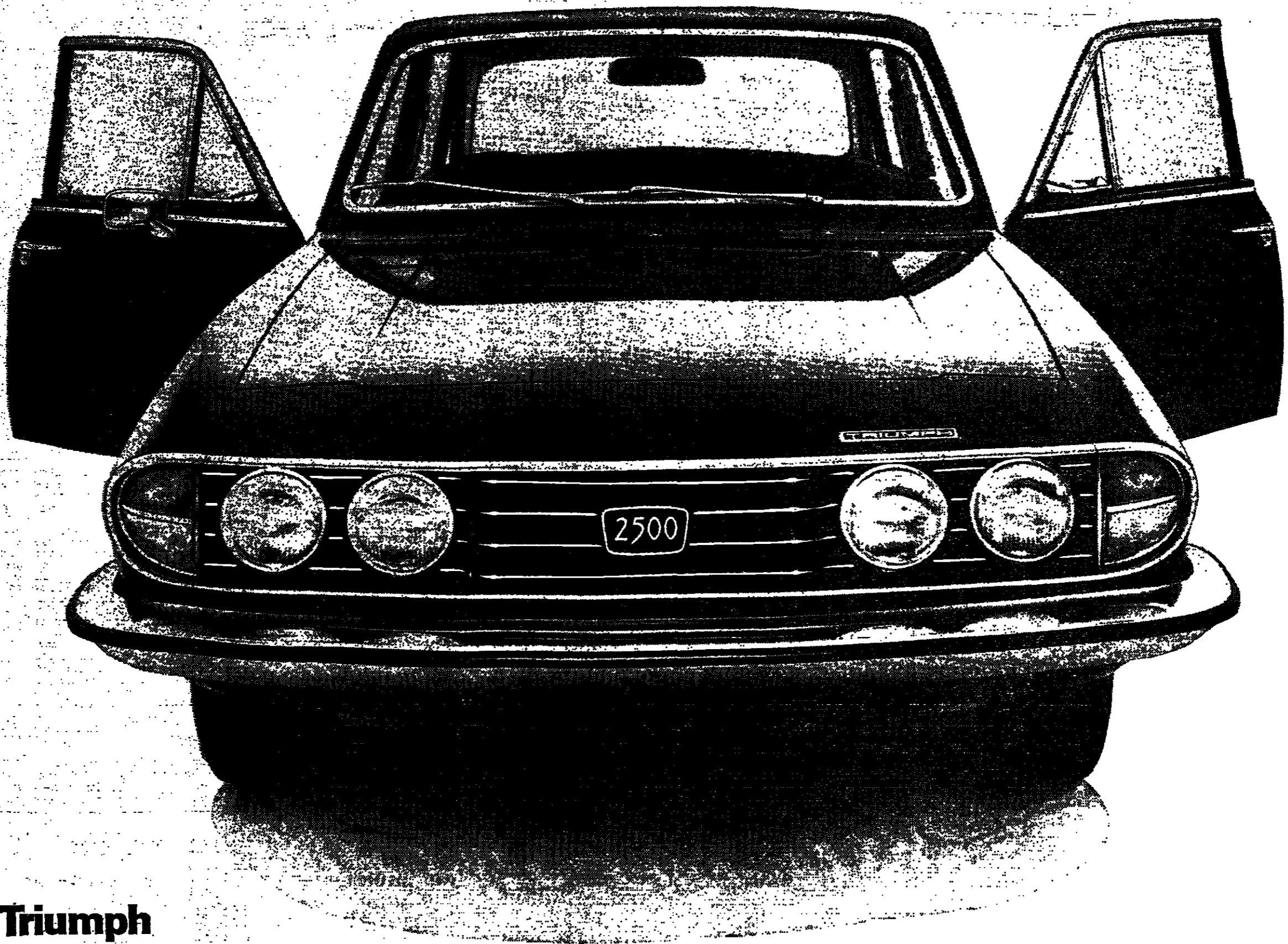
the 1974 versions include the main features of the new 2500 TC. So now there's a full range of six-cylinder models to suit all tastes.

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HOME NEWS

'Social contract' not binding on us, civil servants' union says

From Paul Routledge
Douglas, Isle of Man

Limitations of the "social contract" on pay between the Government and the unions were clearly shown at the annual conference of the Civil Servants' Association here yesterday. At best, it will do no more than "condition" Civil Service pay demands, and industrial action will still be used against wage curbs.

Mr William Kendall, the Association's general secretary, made plain that whatever its terms the compact between the TUC and Mr Wilson's Administration will not be contractually binding on the biggest and most militant union in the Civil Service.

Addressing the opening session of the conference, he defined "social contract" as "the creation of a framework and an atmosphere in which major economic and social issues can be discussed and agreements or understandings reached after taking into account the needs and views of those immediately affected". He added: "I do not think it is any more than that."

After examining the Government's record to date, Mr Kendall said the next immediate aim must be the abolition of the so-called counter-inflation policy. "Union demands can be conditioned, and no more than conditioned, if the Government are seen to be tackling successfully the causes and pressures which lead to the demand for ever higher wage increases."

"But if I say that the start which the present government has made affords us more room for hope than anything in the performance of their predecessors, I must also emphasize that we cannot simply rely upon the benevolence of any government, however well disposed."

Civil servants were still suffering from the inflexibilities of incomes policy, pay anomalies, pay realignments, allowances, London weighting, shorter working hours and better holidays. Social contract or not, the association was in dispute in the Post Office, the

Department of Health and Social Security and in the Land Registry. "I can see immediate trouble ahead in other areas", he said.

"And in the end, whatever the terms of a contract between the TUC and the Government, we have to say to ourselves as paid and elected officials, the only binding contractual obligation is that between ourselves and the members of the association. The nature of this contract is not speculative. It is the clearest possible terms in our rules and constitution."

"The return of a Labour government, the good measures it has implemented so far, have not in any fundamental fashion altered the nature of the society in which we live. The basic conflicts still remain. We shall need to use whatever strength we have to defeat wage curbs and improve living standards."

Delegates to the conference passed by a substantial majority a censure motion on their full-time national officials on "inefficiency and ineptitude" in negotiating the terms of the £45m anomalies award granted to civil servants by the Pay Board in putting right injustices created by the statutory incomes policy. The censure is not expected to precipitate changes in the union leadership, although inevitably it produced dismay.

The conference went on to reject proposals to withdraw the union from the traditional pay research unit, method of determining wage increases for white collar civil servants, based on comparisons with similar workers in outside industry.

In his presidential address, Mr Leo Lever said that last year's strike in the Civil Service, the first in its history, was successful in achieving its objectives. "However, the sad truth remains that we have yet to achieve the kind of breakthrough which will remove our members from the general poverty which they have endured throughout an era of general prosperity."

Mr Hayward lists pride in 10 weeks of Labour

By Our Political Staff

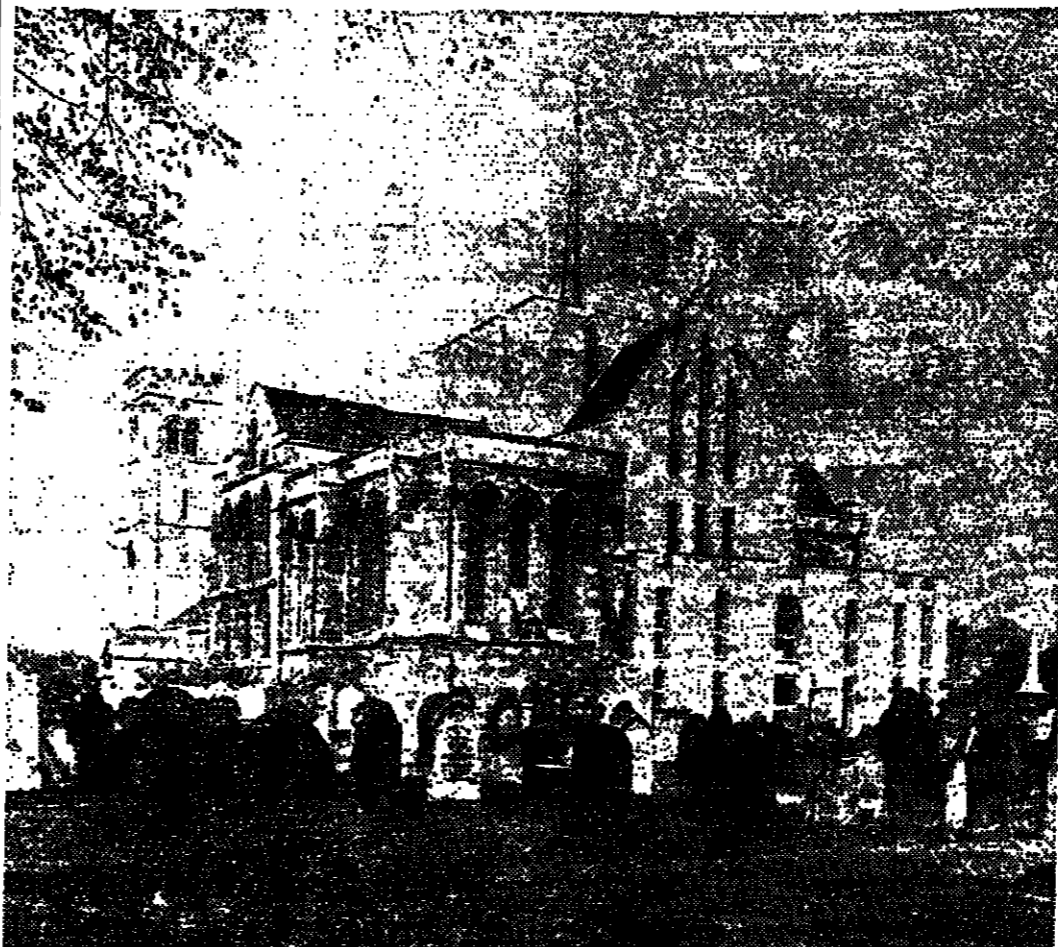
The "social contract" on which so much of the Government's policy depends is not an edict handed down from on high and under duress. Nor is it confined within statutory limits and with statutory policies. In saying that yesterday, Mr Hayward, general secretary of the Labour Party, explained that, far from being "a piece of paper", the social contract was a "living and developing relationship covering the whole range of our social and economic policies."

Speaking at the annual council meeting of the General Federation of Trade Unions at Weston-super-Mare, Mr Hayward said the social contract was the result of a programme hammered out inside the Labour movement first in the agreement of July, 1972, and later in the agreement of February, 1973, entitled: *Economic policy and the cost of living*.

"When you think that it is only 10 short weeks since the Labour Government came to office, I believe we can proudly proclaim that our achievement has been spectacular. First, we said we would give priority to the least privileged and the least protected members of our society, those who have suffered most from inflation, the pensioners. This we have done."

"Second, we said we would introduce an effective system of price controls on the key items of the household budget, specially on foods. This we have also done."

"Thirdly, on housing and land, as soon as work is complete on the legislation to nationalize all development land, it will be introduced and enacted. We have stopped the rise in mortgage interest rates and we hope soon to reduce them from their present intolerable levels. "We have in fact done rather more than we promised in the social contract of 15 months ago."



Workshop Priory, founded in the twelfth century, restored to modern design.

New lines in restored old priory

By Philip Howard

Workshop Priory, in Nottinghamshire, one of the great church buildings of England, will be reconsecrated on Saturday, having had its east end restored in handsome but conspicuously contemporary style.

A squat, modern tower with a *flèche* over the crossing, and a new sacristy and choir vestry have completed the deformed jaggedness of the east end and restored the priory church to its original cruciform plan.

Augustinians to penetrate the north of England. It was a place of great wealth and influence, and so attracted the particularly greedy attention of Henry VIII at the Reformation. Only the Norman Transitional nave, which had always been used as the parish church, with its two west towers, survived the pillage of the sixteenth century.

In 1969 a former member of the priory church choir, Mr John Ellis, who had become a wealthy local timber merchant, left £50,000 to complete the church. An appeal has raised most of the additional £190,000 needed.

The architect, Mr Laurence King, said yesterday: "To add to an ancient building in the contemporary style of architecture is to act in accordance with the great traditions of the past. We used similar stone facing to

marry with the original building and we continued the lines and the scale of the priory."

The fine gatehouse, once used to house visitors and welcome travellers and pilgrims through Sherwood Forest, has had major repairs and alterations to make it into offices for the Citizens' Advice Bureau and the Council for Community Care. It was the first elementary school in Nottinghamshire and was used as a school until three years ago.

The Vicar of Workshop, the Rev Peter Edulon, said: "By giving it the new function of community care we are restoring, at any rate in part, what was intended by the founders of the priory and its gatehouse." On Saturday the Archbishop of Gloucester will attend a consecration Eucharist in the old priory restored.

Big fall in pig herd bears out fears

By Leonard Amey
Agricultural Correspondent

Farmers' pessimism about the state of the livestock industry is to some extent borne out by the March census sample figures for England and Wales, published yesterday. The pig-breeding herd was 37,000 down on March last year, a cut of 4.7 per cent, and the number of gilts in pig was down by 17,000, equivalent to 16 or 17 per cent.

The Ministry of Agriculture says that there has been some decline in the weekly numbers of sows slaughtered since a subsidy was announced in 1974 prices. But they are still running well above the level of last year and, on market prices as they are, pig-producers are still losing money.

Dairy cows are also down on last year by 36,000 (1.2 per cent) but beef cows went up by 176,000 (21 per cent). Total calvings during the three months before the census date

exceeded a million and a half by 2 per cent on the year. Livestock prospects winter turn largely on the of feed. At a news conference in London yesterday, Sir F. Hardman, chairman of Home-Grown Cereals Authority, concluded that supplies of wheat after the 1974 harvest that it would be assumed that the rebalancing stocks would be sized until prices had fallen. "It was, he thought, no change return to pre-1972 prices should stabilize lower level than at this peak."

The authority is also in line with all interests over a voluntary classification for milling wheat, on the of that in France, to encourage greater use of home-grown wheat by millers. A rather longer-term plan also in hand is an increase in the marketing of barley, in conjunction with economists at New University.

Most schools for blind 'academically dead'

By Our Education Correspondent

Blind children should not be taught in special schools. The 20 schools for about 1,200 blind and 2,300 partially sighted children should be closed and 80 schools throughout the country should have special units for blind children added.

These are the main points a deputation of blind lecturers put to the Government yesterday. They said a proposal to establish campuses for children with different kinds of handicap would produce "ghettos for the disabled".

Mr Martin Milligan, a philosophy lecturer at Leeds University, said that with the exception of two selective grammar schools, other blind schools were academically dead. There was no access to higher education from them and the educa-

tion was not good enough to stimulate bright children before the age of 16. He said the deputation, led by Mr. Under-Secretary, Educational Science, who had been active to the principle that children should be educated alongside the sighted.

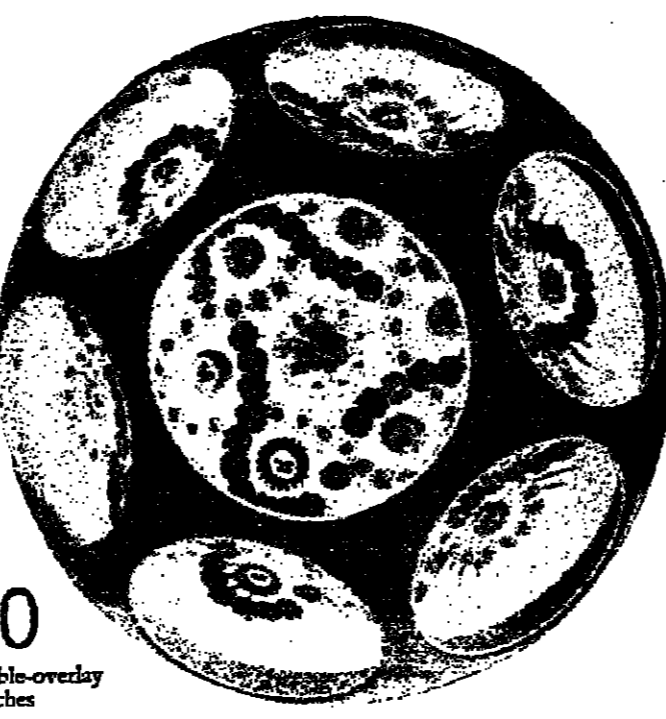
A report they submitted to the National Federation of Blind and from the Assoc of Blind and Partially-Sighted Teachers and Students, put that 97 per cent of children have to leave home to go to special schools. 15 per cent of the visually handicapped would not have to live from their homes. Educational provision for visually handicapped - *Common the Vernon Report* (National Council of the Blind, 11 Close, London, SW20, E1).

Last week at Sotheby's



£8,400 Pauwels van Hilligert, King Gustavus II Adolphus of Sweden (one of a pair) on panel, 14 1/2 by 11 1/2 inches

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£3,200 A Baccarat dark-blue double-overlay paperweight, 3 1/2 inches

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On page 26 there are details of our forthcoming Sales, some of which you may be interested in attending.

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Caretaker tried to kill headmistress, Crown says

A school caretaker put weedkiller in a bottle of blackcurrant juice belonging to a headmistress because his love for her was not returned, it was alleged at Leeds Crown Court yesterday. It appeared that he intended to poison her and then commit suicide. Mr James Pickles, for the prosecution, said:

Tom Woolley, aged 47, of Oldham Road, Springhead, near Oldham, Lancashire, pleaded not guilty to attempting to murder Mrs Dorothy Mary Ellis, aged 51, of Burnedgofold Road, Oldham. He also denies alternative charges of administering a poison to endanger her life and with intent to injure, aggrieve or annoy her.

Mr Pickles said Mr Woolley was appointed caretaker of the Springhead County Infants' School in February, 1972, and he did his job well. He was a widower, and Mrs Ellis, the headmistress, was a widow. He confessed that it was plain that Woolley became very fond indeed of Mrs Ellis and he would, I suppose, say he was in love with her. She said she was friendly towards him and was sympathetic to him because he

was a lonely man who had suffered depression, but she did not respond to his advances."

Mrs Ellis complained three times to the divisional education officer that Mr Woolley was pestering her. In June, 1973, Mr Woolley told his hospital's senior registrar: "I keep doing silly things as school. This woman won't go out with me. I keep pressing and pressing. I am possessed with her." Mr Pickles said Mr Woolley might have meant "obsessed" rather than "possessed".

In October, 1973, Mr Woolley told Mrs Ellis: "You are destroying me because of my love for you, but you are also destroying yourself."

The alleged offences took place on November 7 and 8, 1973. Mrs Ellis used to take to school a bottle of Ribena which she diluted with water and drank at break times.

Mr Pickles added: "It is admitted that it was Woolley who placed weedkiller in the Ribena, and you will have to decide what went on in his mind at the relevant time." The trial continues today.

RSPCA kept i finance record inquiry panel t

The RSPCA was criticised yesterday for lack of financial control in the past. Mr Game, the society's finance officer, told an internal inquiry panel that the society's affairs when he started his job in 1972, he could find no record what the society had and it could spend.

Mr Sparrow said the former finance officer had been secretary, not an account which was astonishing that membership fee had not increased since the 1930s that the net loss on membership in 1972 was £47,444.

Mr Peter Hunt, a member of the inquiry panel, said that expenditure on animal care had increased by 50 per cent but that the expenses had increased by 86 per cent.

M5 bridge opening
The M5 bridge at Avon Link is to be opened in West Country will be on May 23. But for the being there will be only lane in each direction.

Manx call for inquiry into corruption

From Our Correspondent

A group of Manx nationalists has asked the Home Secretary if the royal commission being set up in Britain to investigate alleged government corruption can extend its scope to investigate the Isle of Man Government.

A letter signed by six people has been sent to the Home Office in London. They say they are acting as individuals, "seriously concerned with what has been going on here in recent years", and do not represent the views of any Manx nationalist organisation. The letter refers to "dubious practices" in Britain, and adds: "If this can go undetected for years in metropolitan Britain, where every move of the incumbent Administration is jealously scrutinized by an Opposition almost as powerful as itself, what must be the position here in the almost total absence of any parliamentary opposition?" It says that extending the British inquiry to the island would implement Britain's "constitutional obligation to ensure to the Manx people the good government which many of them feel is lacking in many important respects."

Mr Nigel Kermode, a café owner, of St Johns, near Peel, one of the signatories, said yesterday that some Manx nationalists had refused to sign the letter because it implied a recognition of the British Government's right to exercise final authority over Manx affairs.

Correction
A news agency report on May 4 of a case at St Albans Crown Court in which a couple were accused of cruelty to their baby son, incorrectly quoted Mr Oliver Popplewell, QC, for the husband, in seeking permission to withdraw from the case, as saying that the wife would not be giving evidence. He in fact said the wife was now to be called as a witness and in the circumstances it would be embarrassing for him and his junior to continue to act.

Entry qualifications for students will not change

By Our Education Correspondent

Entry qualifications needed by art and design students will not change when their diploma is given degree status next September.

The Council for National Academic Awards and the National Council for Diplomas in Art and Design are to amalgamate on September 1. All courses leading to the award of Diploma in Art and Design will lead instead to the award of a CNAA degree of Bachelor of Arts with honours. Directors of art colleges, leading artists, the National Union of Students and others had feared that all art students on higher education courses might be required to have two A levels. That led to recent correspondence in *The Times* on the relevance of O and A levels to art training.

Dr Edwin Kerr, chief officer of the CNAA, said at a special conference in London yesterday: "The rumour that our

council would insist on levels was always a job-rubbing. The proposal to change the requirements."

He said the requirement would not be changed "and until the council is satisfied by practitioners of art design and those teach and design that the time to do that. It would only after widespread opinion."

He said also that student had been awarded the title at any time from 1966 it could have it converted degree.

The minimum requirement the new degree course 'five O levels or fewer O combined with A levels. statement yesterday that said it would be proposed that some students marked creative promise capable of taking the course without having the minimum educational qualifications.

Milhinch plea for bail adjourned

Three weeks to the day after Ronald Milhinch first appeared at Wolverhampton Magistrates' Court to be remanded in custody, an application on his behalf was made to Mr Justice May in chambers in Birmingham yesterday for him to be granted bail. The application was adjourned until Thursday.

Meanwhile, Mr Milhinch, aged 37, an insurance broker, who is at the centre of the Wilson forged letter inquiry and faces a total of five charges, will again appear before Mr H. W. Maitland Coley, the Wolverhampton stipendiary magistrate, on Thursday. By the end of this week the Director of Public Prosecutions will have received a file on police investigations in the Wolverhampton area.

Security guard cleared of theft charge

Gary Castle, aged 21, acquitted by a jury at 1st sex Crown Court yesterday stealing £300 in cash, the entry of the Treasury, safe at the Central Criminal Court on June 23 last while employed there security guard. On the day of Judge Edie he was found guilty on a further charge stealing £50. Mr Castle, of hall View, Steveston, Walsby, had pleaded guilty to both charges.

Earlier, William Frank, aged 60, a security guard, was employed at the Central Criminal Court, had pleaded guilty stealing £300 from a safe and had been sent to 21 months' imprisonment.

“It is our intention to encourage good occupational pension schemes, and that is the message that I want to go out from the Government this afternoon. I hope that Industry will take account of it.”

The Right Hon. BARBARA CASTLE, M.P.
Secretary of State for Social Services,
House of Commons, Tuesday 7 May, 1974

In other words, Company Pensions are as important as ever.

In a statement in the House of Commons on 7 May, 1974—regarding the future of the Social Security Act 1973—Mrs. Barbara Castle announced the cancellation of the State Reserve Scheme, and with it, the recognition requirements for occupational pension schemes due to come into force in April 1975.

She made it quite plain that it was her wish to “encourage the development of good occupational pension schemes, which are highly valued by the people in them.”

Although the compulsion may have gone, the need for occupational pension schemes remains.

The need for the financial security in retirement which a good scheme can give; for life assurance cover which your employees’ dependants need; and the flexibility which no State scheme can provide.

So the message is plain to everyone concerned with occupational pensions. Carry on the good work you are doing. Accelerate the action you are taking. And if you haven’t taken action yet don’t delay. Because, as Mrs. Castle said, “the setting up of any good new occupational pension scheme, or the improvement of an existing one, represents a move in the right direction”.

The compulsion’s gone but the need remains.

COMPANY PENSIONS
Don’t delay. Act today.

Issued by the Company Pensions Information Centre
7 Old Park Lane, London, W1Y 3LJ.

HOME NEWS

Post service 'as good as dead' unless wages are increased, Mr Tom Jackson tells workers

From Alan Hamilton Labour Staff Bournemouth... Wages in the Post Office are so far behind the rest of industry that postal and telephone services are on the verge of collapse because of staff shortages.

staff shortages were as high as 30 per cent, and it was common for mail to be moved from one office to another until enough staff could be found to sort it.

National and Local Government Officers Association (Nalga) decided yesterday to extend its strike campaign to nine more London boroughs and the electricity industry.

Tories' four guidelines for Mr Foot's repeal Bill

By Our Political Staff... Four guiding principles for the working of Mr Foot's Trade Union and Labour Relations Bill (which repeals the Conservative Industrial Relations Act, 1971) have been proposed by Mr Whitelaw, former Secretary of State for Employment, and his Conservative team on the Commons standing committee to deal with the legislation that provides the framework for the Government's "social contract" with the trade unions.

Compensation of £1,300 for man who left union

Mr Joseph Langston said yesterday that he had agreed to accept £1,300 compensation for being unfairly dismissed by Chrysler. He lost his job when fellow workers threatened to strike if he was kept on after leaving his union.

Limit on effects of housing Bill sought by Tory MPs

By Our Political Staff... Conservative MPs on the Commons standing committee considering the housing Bill have launched a campaign to restrict the nationalizing effects of the extension of the Housing Corporation's activities.

50-a-week equality

Women workers at Players cigarette factory, Nottingham, are to get the same 50 a week free cigarette ration as men in place of the 20 a week they have received since 1951.

Appointments Vacant also on pages 14 and 15

GENERAL VACANCIES... PILOTS' NATIONAL PENSION FUND DEPUTY SECRETARY... Applications are invited for the post of Deputy Secretary of the Fund.

GENERAL VACANCIES

DIRECTOR OF CURRENT AFFAIRS... ENGLISH-SPEAKING UNION... to administer the development of ESU meetings, summer school, lectures, debating society, courses and conferences.

British Airways cabin crew vote to continue strike

By Arthur Reed Air Correspondent... Stewards and stewardesses of the overseas division of British Airways decided yesterday to continue their week-long strike.



Police officers talking fingerprints at Beeston, Leeds, yesterday, the first day of a check which will involve 25,000 people after the murder of Mrs Annie Beeston, aged 80, at her shop on April 2.

British Airways cabin crew vote to continue strike

The airline later denied that, but agreed that it was considering cabin crews were joining the strikers.

WEST EUROPE

Giscard warning that victory of left will dislocate industry

From Richard Wigg Montceau-les-Mines, France... M Valéry Giscard d'Estaing last night promised French workers a "more massive" economic progress for the country if he was elected President.

Women's Appointments also on pages 27 and 28

GENERAL... ANTIQUES PART-TIME... Possible young woman enthusiast to assist Kensington business specialist in antique business.

Suicide attempt by prisoner who was jail hostage

Alexandria, Italy, May 13... One of the hostages held by rebel prisoners in a bloody prison attempt which ended with six people dead tried to commit suicide in his cell last night, officials said today.

Pollsters' show increase support for Mr Palme

Stockholm, May 13... Sweden's long-running Social Democrats were heartened today by a poll which showed that voters' confidence in Mr Olof Palme, the Prime Minister, has risen by 9 per cent since last year's dead-heat general elections.

many begin radical in leader... sees Mr W... Advice you have... view is shared... in her star... of Commons... The setting up... national pension... movement of an ex... a move in... the prov... 1973 relat... scheme and... not now... the need for

WEST EUROPE

West Germany begins series of radical changes in leadership

West Germany will emerge in this week of political change with a new President, a new Chancellor and a new Cabinet...



General Franco greets King Husain of Jordan. The King, who is on an official visit to Spain, met the Spanish leader for private talks in Madrid yesterday.

Protest strike in Denmark over tax proposals

Mr Poul Hartling, the Prime Minister, hopes to cut income taxes by 30 per cent and balance the budget through a combination of higher consumer taxes and reductions in state expenditure...

Algarve cholera warning to British tourists

British holidaymakers travelling to the Algarve should seek vaccination against cholera, the Department of Health said in London yesterday.

EC leader sees Mr Wilson on renegotiation terms

George Clark, Political Correspondent, says the Labour Government's conditions for the renegotiation of the terms of British entry into the European Community were 'cussed' when M. Francois-Xavier Ortoli, President of the European Commission, and some of his senior officials met Mr Wilson and other ministers at separate meetings in London yesterday.

Attempt to seize film

Madrid, May 13.—Youths forced their way into a cinema and tried to steal reels of a film containing a scene satirising the right-wing Falange movement, Hoja de Lunes said.

OVERSEAS

Canon urges Christian backing for violence

Lusaka, May 13.—Canon Burgess Carr, secretary-general of the All-Africa Conference of Churches, today urged African Christians to support liberation movements and accused the Vatican of 'complicity with Portuguese terror'.

Hundreds of wiretaps ruled to be illegal

From Patrick Brogan, Washington, May 13. The Supreme Court has declared that hundreds of wiretaps carried out by the Federal Bureau of Investigation five years ago were illegal, on the ground that the wrong official authorized them.

Rhodesia rugby tour by Cambridge off

Cambridge University Rugby Club has called off its tour of Rhodesia next month but says the players will be free to go as a 'private' side, if the Rhodesian Rugby Union agrees.

Tensions in Mozambique worry General Gomes

Beira, May 13.—General da Costa Gomes, the Portuguese Chief of Staff and second man in the Lisbon junta, left here today after a three-day visit to Mozambique to try to stop the guerrilla war.

Prokofiev's widow must stay in Russia

Moscow, May 13.—The Soviet authorities have rejected a request by Mrs Elaine Prokofiev, widow of Sergei Prokofiev, the composer, to go to Britain. Her son Oleg has been living in England for two years with the parents of his dead wife and his child.

A message to all Legal & General pensions policyholders who have improved or are improving their pension schemes:

Well done!

The advice you have taken is right, and this view is shared by Mrs. Barbara Castle, who in her statement in the House of Commons on 7 May, 1974 said, "The setting up of any good new occupational pension scheme, or the improvement of an existing one, represents a move in the right direction".

Although the provisions of the Social Security Act 1973 relating to the State Reserve Scheme and the recognition requirements for occupational pension schemes will not now come into force in April 1975, the need for good

occupational pension schemes remains. Mrs. Castle recognises that employees need good pensions more than ever with today's inflation. Good occupational pension schemes provide them. Your employees' needs don't change, even if the Social Security Act 1973 does.

Legal and General's modern contracts have the flexibility likely to meet any future requirements, and are backed by efficient administration and unrivalled technical expertise.

If you don't already have a good occupational scheme, Legal and General can help you. After all, we already help

provide pensions for more people than any other insurance company in Britain.



Legal & General Britain's biggest name in pensions

PARLIAMENT, May 13, 1974

Details of state aid to private firms

MR HAROLD WILSON, Prime Minister (Labour), in a statement to the House of Commons...

Ruthless IRA plan to occupy and control parts of Belfast: scorched earth policy intended

MR HAROLD WILSON, Prime Minister (Labour), in a statement to the House of Commons...

MR HEATHE, Leader of the Opposition (Conservative), in a statement to the House of Commons...

MR WILSON, Prime Minister (Labour), in a statement to the House of Commons...

Intolerable uncertainty created for Services

MR IAN GILMOUR (Conservative), in a statement to the House of Commons...

Mr Mason discards piecemeal approach to cuts in defence

MR MASON, Secretary of State for Defence (Labour), in a statement to the House of Commons...

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Option mortgage subsidy to be increased

MR CUNNINGHAM (Labour), in a statement to the House of Commons...

Free speech at universities: MP critics of NUS

MR BIGGS-DAYSON (Epping), in a statement to the House of Commons...

Commission directive on drinking water

MR WELLS-PELLETT (Labour), in a statement to the House of Commons...

Good consumer protection legislation in Britain

MR MUGNOZZA (Labour), in a statement to the House of Commons...

Bill to require registration of farriers

MR NEVILL (Labour), in a statement to the House of Commons...

Royal Assent

ROYAL ASSSENT was granted to the National Insurance Act...

Parliamentary notices

HOUSE OF COMMONS: Today at 2.00 p.m. the House will meet...

House of Lords

LORD ALFORD (C), opening a debate on the overseas services of the BBC...

Avoiding damage to BBC overseas news

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ENTERTAINMENTS

When telephoning use prefix of only outside London Metropolitan Area

OPERA AND BALLETS

ROYAL OPERA HOUSE, Covent Garden, London WC2E 9EF. ... ROYAL BALLET, Covent Garden, London WC2E 9EF.

THEATRES

ALDERSBURGH FESTIVAL, Aldersburgh, Norfolk. ... THEATRE ROYAL, Covent Garden, London WC2E 9EF.

CONCERTS

ALDERSBURGH FESTIVAL, Aldersburgh, Norfolk. ... THEATRE ROYAL, Covent Garden, London WC2E 9EF.

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THE ARTS

New plays at the National Theatre

Mr Peter Hall, director of the National Theatre, yesterday announced the company's productions for the next nine months.

Wedekind's Spring Awakening, May 28, will be followed on July 9 by The Marriage of Figaro, by Beaumarchais, directed by Jonathan Miller.

The Jew of Malta, the first play by E. Marlowe, with Paul Rogers, is due in December, and Etherege's She Would if She Could in January.

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The sculptor as film-maker

Artists' Films Tate Gallery

Paul Overy

The Tate Gallery is showing a short season during the next three weeks of films made by David Hall, who formerly worked as a sculptor, and by Hall in collaboration with the film-maker Tony Sinden.

As long ago as 1916, Marinetti and the Futurists called in the manifesto The Futurist Cinema for an autonomous use of the film medium, instead of as an interpretative medium with a literary basis in the drama or the novel.

The coming of the talkies with their powerful technical pressures towards realism and filmed drama virtually killed the experimental film for a generation.

The sculptures that David Hall made before he turned to film explored distortions of perspective. The most recent of these were works which lay flat on the floor and in which the surface of the floor itself was an integral part of the work.

Hall's first film, Vertical, made with a grant from the Arts Council, is a lyrical work in which the qualities of the English landscape are brought out by various punctuating or distorting devices, similar to those used in his sculpture, which at the same time draw attention both to the artificiality of the landscape and of the film medium itself.

Timecheck, Hall's second film, made for the BFI Production Board, is more complex. Like Vertical it is concerned with the outside world and our perception of it, but as the name of the film suggests, with a much greater stress on the dimension of time.

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Still from Vertical

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Lucia Popp Queen Elizabeth Hall

Alan Blyth

Lucia Popp proved herself as much master of the recital platform as she is of the stage in her much applauded London song debut on Sunday.

Her style is based on excellent musical manners represented by an unwavering line and a crisp articulation of words. Caccini's "Amarilli" tested the first attribute to the limit. It did not find Miss Popp wanting, but there was more to it than that, an immediate affinity with its tender, heartfelt sentiments.

While there was much to admire in her Schubert and Strauss, particularly in the former's rarely encountered "Die Rose" (an allegory of strong passions spent if ever I heard one), it was her Wolf that was most remarkable. "Die Spröde" and "Die Bekehrte", a masterly pair of Goethe settings, and the ideal wistful beauty, and "Wie glänzt der helle Mond", that innocent vision of heaven in Kellner's words, was done in just the right clear, serene manner.

In Smetana's Eventide cycle, the timbre and language were entirely idiomatic, as one would expect from a compatriot of the composer. Her vocal compass and longing of those wonderful songs were reflected in the interpretation. Georg Fischer, the singer's husband, was a considerate, careful but not very individual partner.

Comedy at Hampstead Bodywork, a comedy by Jennifer Phillips, will open at the Hampstead Theatre Club on May 22 and run until June 15. The cast includes Polly Adams, Joanna Dunham, Robert Lloyd and Michael Scholes. The play is directed by Snob Wilson and designed by John Halle, with costumes by Susan Unwin. It is co-sponsored by Frances Haggart.

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Music from the courts of Paris and London

Les Musiciens du Roi Oxford Town Hall

Les Musiciens du Roi are an English group, directed by Lionel Sawkins, who specialize in French music of around 1700. On Sunday afternoon, to round off the Oxford limb of the English Bach Festival, they repeated music by Lalande which they gave at the Queen Elizabeth Hall last autumn, and happily coupled it with pieces by two of Lalande's leading English contemporaries, Pelham Humfrey and, of course, Purcell: a nice cross-Channel comparison.

Listening to music, identical in function and period, from the courts of Paris and London, tells one something fairly precise about national styles. London music was very Frenchified after the Restoration, and Humfrey even studied in Paris; but although his expansive anthem O Give Thanks has a characteristically pathetic orchestral introduction his style is more direct, less designedly affecting, than that of Lalande's motets.

Lalande had bigger forces at his call, and could use soft-sounding trios of flutes and violas (or bassoon) to colour his more pathetic supplications to the Almighty; his entire treatment, of harmony and line and texture, is more elaborate, more (in the best sense) contrived. He was a master in the handling of expressive harmony with his full-toned, five-voice ensemble, and in his elegantly affecting obbligatos. It remained, then, for Purcell to trump both his accomplished English predecessor and his Gallic contemporary in his noble Te Deum, with his command of design and his freshness and richness of imagination.

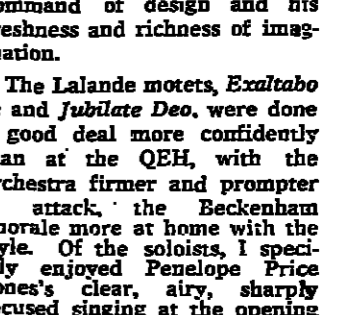
The Lalande motets, Exultabte and Jubilate Deo, were done a good deal more confidently than at the QEH, with the orchestra firmer and prompter in attack, the Beckenham Chorus more at home with the style. Of the soloists, I specially enjoyed Penelope Jones's clear, airy, sharply focused singing at the opening of the Jubilate, Richard Jackson's firm and warm baritone, and Paul Taylor's polished phrasing in his solos in the Exultabte—one of which ended particularly beautifully, with the choir melting into the words in the clausula, quietly impassioned and unadorned by a soft halo of muted string tones.

Mr Sawkins conducted with a good grasp of the music. Besides the choral items, we had movements from Lalande's music for the king's supper table, a suite of minor movements, reflective rather than spirited with the melancholy inner voice on the bassoon; and some Humfrey and Purcell songs from the high counter-tenor Ramsey Hardisty, sung very evenly and rather plainly.

St Matthew Passion Albert Hall Stephen Walsh The English Bach Festival ended with perhaps not a whimper but a sigh at least in the performance of the St Matthew Passion by the London Bach Society, under Paul Steinitz, on Sunday evening. People were understandably reluctant to come in from the year's first fine spring weekend for a work that is technically out of season. The almost empty hall engulfed Dr Steinitz's early attempts to give an authentic brand of urgency to the drama.

From the start, the geography of the hall played against him. Using two continuo, he nevertheless unaccountably teamed the left hand continuo with right hand soloists, making quite unnecessary difficulties of ensemble for both parties. Not all his tempo were occasionally quick; but those that were stood out like so many sore thumbs. Why skate through the

Keith Michell



Photograph by Donald Cooper

The new man at Chichester

Twelve years ago, in the first play ever staged at the Chichester Festival Theatre, John Fletcher's The Chances, Keith Michell's performance stood out because of its comic panache and inexhaustible verve. "The energy I think came from the stimulus of having the audience so close and around me that. Again with Hamlet at the Bankside Globe the year before last, it took my breath away sometimes—it was so exciting doing those soliloquies when suddenly you could see their eyes and their faces, and you were sharing your thoughts with them. And Peter Coo even had me going down into the auditorium and talking to them."

He has always enjoyed working with Peter Coo, who is now rehearsing Pirandello's Tonight We Improvise, which opens Michell's first season as Artistic Director at Chichester on Tuesday. "The first time I played Henry VIII was with Peter. He directed The King's Men in 1966, and it was through the BBC boys seeing that that I was asked to do the series on television. You never know who's out front."

The other directors in his first season are Wendy Toye, who 10 years ago directed him in Robert and Elizabeth, the long-running musical about the Brownings, Toby Robertson, who last year directed the Prospect Theatre Company's popular version of Pirandello's Tonight We Improvise, a young graduate of RADA's directors' course, who asked for Diana Dors to play Jocasta in his production of Oedipus Rex. Michell was surprised at first but then decided it was an exciting idea to break away from the usual notion of the Queen as Mother Earth. And so much is expected of this woman—she has to be mother-wife. Very often Jocasta is a mother, but you can't believe for a moment that she was a successful wife. I know it wasn't a love match, but unless there's a feeling that those two work as a love match, the human drama is diminished. In many ways it's a matriarchy, developed from the time when the King came along and served the Queen and was killed. Every year, another male came, they'd fight, and whoever won, the Queen would breed from him for a year. So the Queen needs to be quite an animal, really."

Some of Keith Michell's ideas about Greek tragedy—and some of his enthusiasm for it—derives from the experience of playing in a radio adaptation of The King Must Die by Mary Renault, who has written an Oedipus for this year's Souvenir Programme. "I fell in love with the idea of Greek drama treated not only realistically, but as something that could happen to anybody. Then I met Hovhannes, who says there's as much comedy and tragedy in Greek drama as there is in Chekhov. If we can get these ideas into the right setting—which Ralph Koltai is designing—and can have a primitive, tribal Oedipus, instead of the usual papier mache production, it should be quite exciting."

Before he decided to become an actor and to train in England, Keith Michell had been an art

The National Theatre celebrates J.B. Priestley's 80th birthday year with EDEN END. Tonight 7.30, Tomorrow 7.30, Thurs. 2.15 (red. prices) at the Old Vic.

When telephoning use prefix of only outside London Metropolitan Area

Some of the notices on this page are reprinted from yesterday's later editions.

SPORT

Cricket
Brain, Holder and the weather make it a nasty day for batting

By John Woodcock
Cricket Correspondent
NORTHAMPTON: Worcestershire (13 bats) beat Northamptonshire by 115 runs.
There is no holding Worcestershire at the moment. Of their five wickets and three runs in the first session, they have won four and drawn one (rain affected against the Indians). Yesterday, in the Benson and Holder, Brain has come off Northamptonshire, whom they bowled out in the forty-first over for 113, after having made 229 for seven wickets in the first session.



Steel: good performances with both bat and ball

Good all-round feat by Steele brings victory

Leicestershire preserved their challenge for a place in the quarter final of the Benson and Holder Cup by beating Warwickshire by 20 runs at Edgbaston yesterday. Steve Steele was the match-winner with 53 runs and 23 wickets for 25 on Saturday and three wickets for 25 yesterday. His selection for the gold award became a formality when he removed the first batsman, Keith M. J. K. Smith and Murray in 11 overs of controlled left-arm spin.

Football
Scots have no choice but to see themselves as others saw them

By John Downie
Having started the home international championship as favourites last Saturday, Scotland find themselves playing Wales at Hampden Park tonight (8.0) in the meeting of the two teams beaten in their opening matches. The uncertainty created by these defeats and the manner of their execution, may have contributed to the decision of both managers to postpone until today the announcement of their respective line-ups for the other reasons for holding back.

Rugby Union
Dropping of Edwards has little significance

From A Special Correspondent
Johannesburg, May 13
The British Lions team for the first match of the 22 tour went through an impromptu workout today at Old Park, Johannesburg, where they will meet the South African team on Saturday. The Lions coach, Syd Millar, said that the dropping of Edwards has little significance.

Goodwin fined £50

Fred Goodwin, manager of Birmingham City, was fined £50 by an FA disciplinary commission in London yesterday for remarks made to Peter Baldwin, the Redcar referee, after the match at Burnley on April 12. Mr Goodwin was also warned about his future conduct.

Charkon for Celtic

Bobby Charkon, manager of Preston North End, who wants to become a player again, scored the first of Celtic's four goals against Liverpool in a testimonial match for Ron Yeats at Anfield last night. Davidson, Lennon and Hood scored the other three goals.

Baldwin on list

Chelsea have informed clubs that Baldwin and Dempsey are available for transfer. They have also given the go-ahead to the player who has had first team experience, Bolton and Lawrance.

Final league tables for 1973-74

Table with columns for First division, Second division, Third division, and Fourth division. Each division table lists teams, goals scored (G), goals conceded (A), and points (Pts).

Scottish first division

Table for Scottish first division showing teams like Celtic, Aberdeen, Dundee, and Rangers with their respective statistics.

Scottish second division

Table for Scottish second division showing teams like Hamilton Academical, Queen of the South, and Raith Rovers.

Old stops Indians from striking for target

By Peter Marson
BRADFORD: Yorkshire drew with the Indians.
Rain quelled any doubts whether the Indians might have been able to strike a blow at the Yorkshire attempt to win a late victory from the match at Park Avenue yesterday. With the Indians scoring more than 200 runs and Mankad just out after a stay of one hour and a quarter, Yorkshire were entitled to consider the match as a draw.

Derbyshire v Minor Counties North

Derbyshire, having laboured to 150 for eight on a rain-affected pitch on Saturday, piled on another 36 runs in four overs and dismissed Minor Counties (North) for 70. Hendrick, who hit two sixes in a break, went on to claim four wickets for five runs and earn the gold award.

Rowing
No surprises in selection of promising national eight

By Jim Radford
With the international rowing season about to begin, the British national team crews were announced yesterday. The River race eight, a composite Leander Thames Tradesmen crew, contains the rowers in the top positions in the eight.

Ice hockey

NEW YORK: Stanley Cup ice hockey final is under way.
The Stanley Cup final between the New York Rangers and the Boston Bruins is under way at Madison Square Garden.

Golf

BOULDER: Golf competition.
A golf tournament is taking place in Boulder, Colorado, with several top players participating.

Time for a prayer for the three men of Keble

By Alan Gibson
OXFORD: Oxford University have scored 43 for four wickets in their first innings against Somerset.
There were three Keble men in the Oxford side, something I do not often remember before, and I can only trust that their prayer is in better shape than their batting because we shall need some effective supplications if anything is to come of this match.

Glamorgan v Gloucestershire

Glamorgan, who were bowled out for 115 runs in their first innings, were dismissed for 115 runs in their second innings. Gloucestershire bowled Glamorgan out for 115 runs in their first innings.

Warwick v Leicester

Warwickshire, who were bowled out for 115 runs in their first innings, were dismissed for 115 runs in their second innings. Leicester bowled Warwickshire out for 115 runs in their first innings.

Cambridge v Essex

Cambridge University, who were bowled out for 115 runs in their first innings, were dismissed for 115 runs in their second innings. Essex bowled Cambridge out for 115 runs in their first innings.

Threepenny bet decided Pascoe's career

The fastest promoter in a vest
The threepenny bet decided Pascoe's career.
The threepenny bet decided Pascoe's career. The threepenny bet decided Pascoe's career.

Second XI competition

Second XI competition.
A second XI competition is taking place, featuring several teams from the region.

Today's cricket

Today's cricket.
A list of cricket matches taking place today, including various county and club fixtures.

Under-25 competition

Under-25 competition.
An under-25 competition is taking place, providing a platform for young cricketers.

Today's football

Today's football.
A list of football matches taking place today, including league and cup fixtures.

SPORT

Colonel Nelson assumes command now that fancied runners are out

By Michael Phillips
Facing Correspondent
As a result of financial assistance from the Horse Race Betting Levy Board, York, where racing will be held tomorrow, now boasts a new watering system, a new stabling mechanism and a silver ring that has been completely refurbished...

500 mark is passed by Oliver at Ayr



Champion flew at Ayr yesterday when Hawk trainer Kenneth Oliver had the 50th winner of his career with Filament in the Beckfoot Handicap. And the corac continued to pop when Oliver got within 498 of 500 with Giltspur and Hickory Hill...

Tennis

Comfortable victory for Britain

Naples, May 13.—Britain had an easy victory over Ireland in the first round of the Federation Cup women's tennis competition here today. Virginia Wade, the British number one, played boss-like tennis to defeat her Irish opponent, Mrs. Geraldine Barrville, in 35 minutes. The final score reflected the gulf between the skills of the two players—6-1, 6-0...

Federation's agreement with WTT criticized

The agreement made earlier this year between the International Lawn Tennis Federation, the governing body of the sport, and World Team Tennis, organizers of the American inter-city league, will meet with strong criticism at the federation's annual meeting in Amsterdam on July 10. France, West Germany, Italy and Sweden are to propose what is in effect a vote of censure on the federation's committee of management...

Newcombe the best player in the world

From Rex Bellamy
Tennis Correspondent
Dennis, May 13
John Newcombe is a natural champion. His strength of character, his mental toughness, his ability to keep himself awake until the small hours, listening to live radio broadcasts, his calmness, his Kodes and Newcombe, had varying degrees of frustration, confusion and depression only Newcombe had the right remedial blend of shrewdness, skill and strength...

long. I have much to learn." After the final he told us: "I am not too strong yet. I play too tough matches before this one. It is so good. He plays better and better. I have the pressure on me to hit a good return, a good passing shot. The familiar shoot-out at high noon was, at first, disconcerting for Newcombe. "I was the expected player, yet there I was watching the balls go by me." He always had a lot of running and street was to be seen. He quickly realized that any slackness in his serving and volleying would be instantly punished by the unblinking blow of a youngster whose anticipation was as fast as his footwork. So Newcombe had to be discreetly persistent in attacking and accurately violent in putting the ball away. But he gradually began to understand Borg's game, the level of his own, and developed a relentless rhythm that pounded the brave Swede to submission. In addition to the errors forced upon them, both made more because the opposition demanded that they go boldly for the lines. Borg's error increased as Newcombe's determined to come back in the third set when Borg had two break points for a 4-2 lead. But the power of the young Swede came out in the last 12 games, of which six went to deuce.

Brighton programme

- DITCHING STAKES (2-y-o: £414: 5f)
30 GORING SELLING STAKES (536: 7f)
30 BRIGHTON FESTIVAL STAKES (£1,164: 1m 4f)
30 MADIRA HANDICAP (662: 1m 2f)
30 ALDRINGTON HANDICAP (3-y-o: £830: 4m)
30 HANGLTON HANDICAP (656: 6f)

York programme

- 2.0 WILKINSON MEMORIAL STAKES (2-y-o fillies: £1,398: 5f)
2.30 SINNINGTON HANDICAP (3-y-o: £1,497: 6f)
3.0 DAVID DIXON HANDICAP (£4,070: 1m 4f)
3.0 DANTE STAKES (3-y-o: £2,965: 1m 2f)
3.0 GLASGOW STAKES (3-y-o: £1,719: 1m 1f)
5.0 MICKLEFLEET HANDICAP (£1,338: 5f)

righton selections
Our Racing Correspondent
1.0 Our Many, 2.30 African God, 3.0 Our Many, 3.30 Tussock, 4.0 Newmarket Correspondent, 4.0 Tussock, 4.0 Assembly, Point.

York selections
Our Racing Correspondent
1.0 Our Many, 2.30 African God, 3.0 Our Many, 3.30 Tussock, 4.0 Newmarket Correspondent, 4.0 Tussock, 4.0 Assembly, Point.

Law Report May 13 1974

Discovery in personal injury proceedings

Shaw v Vauxhall Motors Ltd
Before Lord Denning, Master of the Rolls, Lord Justice Buckley and Lord Justice Ormrod
Where a person is legally aided, it is in the public interest that the court should exercise its discretion under section 21 of the Administration of Justice Act, 1970, to order discovery of documents before proceedings are actually launched, in order to enable the court to show that the plaintiff cannot succeed on his claim for damages for personal injuries.

Court of Appeal

Discovery in personal injury proceedings

referred to Order 24 rule 7A, of the Rules of the Supreme Court, the rule applying section 31, and also to Order 24 rule 8 which stated the general principle that the court should not order discovery of documents unless it was necessary either for disposing fairly of the cause or matter or for saving costs.

Hubbard as a competent witness

Regina v Noble
Before Lord Justice James, Mr Justice Mocatta and Mr Justice Goff
A husband is a competent witness against his wife where she is charged with the offence of obtaining property from third party, the Court of Appeal held when giving reasons for the dismissal of an appeal by leave. The Court of Appeal held that a husband is a competent witness in proceedings against his wife, stress given to the fact that the husband would not have been a competent witness in similar proceedings against his wife, stress given to the fact that the husband would not have been a competent witness in similar proceedings against his wife, stress given to the fact that the husband would not have been a competent witness in similar proceedings against his wife...

Hubbard as a competent witness

believed that she had. The judge ruled that the husband was a competent witness for the Crown and could give evidence that he had given his wife authority to sign his name. The appellant was convicted and appealed on the ground that the husband's evidence was inadmissible. The Court of Appeal held that the husband was a competent witness in similar proceedings against his wife, stress given to the fact that the husband would not have been a competent witness in similar proceedings against his wife, stress given to the fact that the husband would not have been a competent witness in similar proceedings against his wife...

Nottingham

- 1.0 Our Many, 2.30 African God, 3.0 Our Many, 3.30 Tussock, 4.0 Newmarket Correspondent, 4.0 Tussock, 4.0 Assembly, Point.
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Cellini favourite

For Saturday's Irish 2,000 Guineas at the Curragh, Hills bet Cellini, a 12-1 favourite, to win. The horse is owned by the late Sir John Bull and is trained by Mr. J. G. Gosden.

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AUSTRALIA

Applications are invited for the following posts, for which applications should be sent to the following...

SENIOR TEACHING FELLOW DEPARTMENT OF CHEMISTRY

Applications are invited from graduates whose previous experience in chemistry is appropriate...

LECTURER IN THE DEPARTMENT OF HUMAN GEOGRAPHY

Field of economic and urban geography, with an interest in the location and behavioural aspects of secondary, tertiary or quaternary activities.

LECTURER AND TUTOR IN THE DEPARTMENT OF FORESTRY

Faculty of Science, St. David's College, Lampeter. Professor J. D. Ovington. Field of forestry with a special interest in silviculture and forest management.

LECTURER IN ZOOLOGY

Applicants should have a B.Sc. degree in Zoology or Biology, a Ph.D. and some experience in university teaching and research.

RESEARCH FELLOW/ SENIOR RESEARCH FELLOW OR POSTDOCTORAL FELLOW

To work in the above field or the field of Philosophy. It would be helpful if applicants could submit with their applications brief examples of published or unpublished work.

TUTOR IN PSYCHOLOGY

Faculty of Science, St. David's College, Lampeter. It will be the principal duty of the appointee to conduct laboratory sessions in psychology in accordance with the syllabus and under the direction of the Head of the Department.

RESEARCH FELLOW IN THE DEPARTMENT OF HUMAN GEOGRAPHY

Field of economic and urban geography, with an interest in the location and behavioural aspects of secondary, tertiary or quaternary activities.

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This is not the ultimate in personnel jobs...

... that will take some finding. However, we think we can offer you the next best thing. Many of our problems are predictable but we try to be original and forward looking in our solutions. Our Personnel Department is already substantial - more than 60 staff excluding Training. This means that those involved in recruitment and industrial relations have substantial professional back up from teams specialising in salary administration, organisation development, management development and general administration.

RANK XEROX (UK) LIMITED

Holman Fenwick & Willan

1 PEPYS STREET, LONDON, EC3N 4AU. Require the following additional personnel:

- (1) ASSISTANT SOLICITOR with experience of Charter Party and Bill of Lading Arbitration and Litigation capable of working with a minimum of supervision. (2) NEWLY QUALIFIED ASSISTANT SOLICITOR with some commercial litigation experience.

Applications, in writing only, to the above address. REF.: R.O.S.

LIVELY SALES MINDED ACCOUNTANT/ ADMIN. MANAGER. £3,000 +

One of America's leading companies in temporary office staff services is expanding its operations in the U.K. and seeks an active, career-minded accountant to handle all account procedures, and additionally to be responsible for general office administration.

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Fully qualified and preferably in age group 35-45. The estate contains a large acreage of high quality agricultural land covered with 6,000 acres of forestry, and house commercial and development property.

AUSTRALIA NATIONAL REAL ESTATE MANAGER/ BUYER WANTED

National real estate organisation, dealing largely in property trusts but with own development and investment portfolio, requires full time experienced Property Manager of the first calibre.

OFFICE MANAGER

Charman and Corsons, Solicitors, require an Office Manager to take charge of the day-to-day administration of their office.

GENERAL VACANCIES

BOOKSELLING! We have vacancies for both sales assistants and clerical staff in our attractive new shop.

H.M.S. CAVALIER The Trustees of the H.M.S. Cavalier intend appointing a Director to establish one of the Royal Navy's first war decommissioned ships as a museum.

AN EXECUTIVE APPOINTMENT to take charge of a small Department in the External Affairs Division of the Commonwealth Development Corporation.

BOUNTIFUL HOME FOR SMALL CRUISER Fleet sailing Great Lakes. Able maintenance small motor diesel engine, will be under the command of a highly experienced skipper.

AGRICULTURAL PLANNERS and Economists for E.A.C. based Irrigation Schemes. A.C.H. Ltd. 664 St. Pauls Church, 110/111 Strand, W.C.2 top. Second Palace South.

GERMAN LUXURY HOTEL to take over as disc jockey, sing 4/2 1042.

WELL EDUCATED Young Men will find a choice of good careers through the Civil Service.

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Appointments Vacant also on pages 6 and 15

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ASSISTANT INTERPRETER SPANISH LONDON W1. A young man is required by our office as an international business consultant.

WEST ONE SELECTION 24/25 Dagenham Chambers, 115, London W1R 1PB. 01-499 2336.

CLAIMS ADJUSTER A leading Franchise and Indemnity Club requires a man experienced in the assessment of Clerical's liabilities.

STUDENT TRAVEL COUNTER STAFF REQUIRED for the summer season for busy students travel business to deal with enquiries of all kinds.

ASSISTANT TO SALES MANAGER KENSINGTON HOTEL. Skills Manager of luxury Kensington Hotel now seeks an Assistant.

GREYFRIARS EXCAVATION A First Assistant (D.O.E. Scale) and 6 volunteers (£2.50 per day) assistance, free accommodation.

MARKET AND SOCIAL RESEARCH A leading market research company seeks young men and women at their London based office.

TRAVELLING BANKER Travel the world as a member of the Travellers Bank. The right young man will have good O.A.S. and the tendency to undergo 12 months overseas training. Salary attractive.

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INTERESTING OPPORTUNITY IN THE VISUAL ARTS We are looking for two further people to help us in our import and distribution business.

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BRIGHT BOYS make the most of your youth. Through a Study Future Bureau introduction you can make a start in a career with a leading London office.

YOUNG MAN with catering qualifications to work in all aspects of Chelsea Restaurant for duration of summer. Ring 770 374, 1-4 p.m.

BROOK STREET BUREAU requires 3 Book Review Bureau is continually expanding its office staff.

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£4000 Plus Appointments

BOTTLING EQUIPMENT MANUFACTURERS

Rev. S.P.A. Milan (Established 1910) is seeking a Company to market their bottling equipment. The company must be run by a dynamic and efficient manager.

SALES MANAGER The candidate must have thorough technical knowledge of high speed lines in the bottling industry. He must be prepared to travel and work long hours and must have clear contacts at all levels.

SALES ENGINEER The candidate is also required to have the necessary technical knowledge and sales experience of the industry as prepared to travel and work closely with the Sales Mgr. in the running of the organisation.

THE SPASTICS SOCIETY 12 Park Crescent, London W1N 4EQ. CONTROLLER OF SERVICES ADMINISTRATION

Applications are invited for the new post of CONTROLLER OF SERVICES ADMINISTRATION. This is a senior management post and the candidate will be required to coordinate the administration of the Society's residential centres, schools and hostels.

TRouble SHOOTER/SYSTEM ANALYST c £4,000. Our expanding international organisation wishes to appoint an experienced member to its U.K. Management Team.

GENERAL VACANCIES AN EXECUTIVE OFFICER to take charge of a small Department in the External Affairs Division.

CUSTOMER LIAISON A leading British publishing house seeks a customer liaison officer to help with their advertising and sell more of their popular leisure magazines.

RESEARCH ASSISTANT FOR SENIOR POLITICIAN Mr. Ralph Jordan seeks a Research Assistant for the two years of his research project.

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CITY TREASURER'S DEPARTMENT SENIOR ASSISTANT ACCOUNTANT (£2,820-£3,504)

This post involves working in a team of 6 assisting the General Rate Fund Account and would suit somebody recently qualified to IPFA.

TEAM LEADERS (AUDIT SECTION) (£2,820-£3,504) Applicants must hold the IPFA qualification for these posts, which involves supervising teams of 5.

ACCOUNTANCY ASSISTANTS AP 3/4/5 (£1,926-£2,820) Applicants should have an intermediate IPFA qualification, and there will be an automatic progression to the AP 4 (£2,235 minimum grade on passing the Final Part 1, and the AP 5 (£2,535 grade for full qualification).

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SENIOR VALUATION ASSISTANT (£2,820-£3,504) Applicants should hold the intermediate RICS or equivalent for this post which involves assisting in valuation for house mortgage and rating purposes.

Application forms are available from the City Personnel Officer, City Hall, Cardiff (Telephone Cardiff 31033, extension 430), and should be returned no later than 28th May, 1974.

Principal Legal Assistant SO1 (£2,820-£3,165)

This post is in the General Section of the City Solicitor's Department. Cardiff is the Capital City of Wales and the new City Council will serve a population of approximately 267,000 the third largest Non-Metropolitan District in either England or Wales.

The successful applicant will be responsible for the consolidation of all the City Council's Byelaws and will deal generally with parliamentary work. He will also be expected to assist with the other work of the General Section, including Contracts and Compulsory Purchase Orders. Some experience of working in a legal department of a local authority is essential.

Application forms may be obtained from the City Personnel Officer, City Hall, Cardiff (Telephone Cardiff 31033, ext. 430), and should be returned by the 29th May, 1974.

Applicants must be local government officers serving in England (excluding London) or Wales. CITY OF CARDIFF

R.Y.A. Seamanship Foundation DIRECTOR

Applications are invited for the post of Director. His responsibilities will involve Public Relations, Fund Raising and implementing the directives and policies of the management committee.

SEAFIELD ESTATES (Culter, Banffshire) require HEAD RESIDENT FACTOR

Fully qualified and preferably in age group 35-45. The estate contains a large acreage of high quality agricultural land covered with 6,000 acres of forestry, and house commercial and development property.

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Charman and Corsons, Solicitors, require an Office Manager to take charge of the day-to-day administration of their office.

SALES MANAGER SALARY UNLIMITED

Not dependent upon age (23-50) experience and ability. Post offered by world famous Sherry Shippers-London office. Allied goods business important though wine trade experience not essential.

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Use Your Economics Degree

in the longer term planning of agricultural policy, would also help to analyse the capital structure of agricultural industry.

Applicants could have a few years' experience working economist or be expecting to graduate honours this year. Competitive salary related to experience. Good employment conditions and facilities.

Please write or telephone requesting an application to: Patrick Sharpe, Personnel Officer, The New Farmers' Union, Agriculture House, Knightsbridge, London SW1X 7NJ. Tel.: 235 5077.

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£4,000 plus Appointments

BRADFORD PERMANENT BUILDING SOCIETY invites applications for the position of **Deputy General Manager**

The Society is seeking a professionally qualified Accountant or Secretary aged 40/45 years supported by a sound background in administration. The successful applicant, whose previous experience should have taken him up to responsible managerial level in a substantial firm, will be required to undertake policy planning and management consistent with the image of a forward looking organisation.

The new Deputy General Manager will work closely with the present General Manager, who is due to retire shortly, and should prove a strong contender for that important office.

The appointment will carry an initial salary commensurate with the age, experience and qualifications of the person appointed and a car will be provided. There is a generous contributory pension scheme and other fringe benefits include generous assistance with house purchase in appropriate circumstances.

Applicants for this vacancy are asked to write - in confidence - stating full details of qualifications and experience to the General Manager, Bradford Permanent Building Society, 57-65, Sunningdale Road, Bradford, Yorks. BD1 2AU, marked "PERSONAL & CONFIDENTIAL".

KENT COUNTY COUNCIL

SUPPLIES DEPARTMENT

DEPUTY COUNTY SUPPLIES OFFICER

£6,345-£6,777

The County Supplies Department has an annual turnover in excess of £20m in respect of stock issues, direct deliveries, contractual arrangements, and production and maintenance and service sections. The Deputy County Supplies Officer will be expected to be fully conversant with all Departmental activities and in particular to assume overall responsibility to the C.S.O. in respect of purchasing and contractual arrangements and printing production work. Experience of managing a central stores organisation is desirable as is a knowledge of computer control techniques in this sphere. A wide experience of purchasing and supply work is essential.

Membership of the Institute of Purchasing and Supply is desirable.

Following consultation with the Local Government Staff Commission there are no restrictions as to who may apply for this post but, other things being equal, preference will be given to serving Local Government Officers.

Further details and application form returnable by 24th May from the Chief Executive (ref. P1), Kent County Council, County Hall, Maidstone ME14 1XQ. Telephone Maidstone (0622) 54321 ext. 513.

ROTHAMSTED EXPERIMENTAL STATION
HARPENDEN, HERTS, AL5 2JQ

STATION ENGINEER

A Station Engineer is required to head a team of 24 professional and 52 industrial staff providing building, engineering and maintenance services in this agricultural research institute supported by the Agricultural Research Council. There are extensive laboratories, glass houses and other buildings, and further development is imminent. The appointee will be responsible for effective and safe functioning of buildings, installations and services, the planning and execution of new projects, and will act as adviser on engineering and building matters generally. Many of the functions related to buildings will be delegated to the Superintendent of Works and Buildings.

Applicants should have a relevant degree, e.g. in Mechanical, Electrical or Civil Engineering and/or membership of a professional body, e.g. I.Mech.E., I.E.E., I.C.E., I.M.E., or be qualified as a Surveyor, Architect or Clerk of Works. Likely age range 25-35. The appointment (arising from reorganisation and regrading of existing staff structure) is in the grade of Professional and Technology Officer 1 Scale (under review) £3,276-£4,198 per annum, starting salary according to age, qualifications and experience. Superannuation with 5 1/2% non-pensionable allowance to offset contributions. Five weeks' leave rising to six weeks.

APPLICATIONS QUOTING REF. 225 SHOULD BE MADE IN WRITING BY 12th JUNE, 1974, TO THE SECRETARY, FROM WHOM FURTHER DETAILS MAY BE OBTAINED.

SUNDERLAND BOROUGH COUNCIL DIRECTOR OF WORKS

Salary-£7,758-£8,388

Applications are invited for the above post from serving local government officers in England and Wales (excluding London), who should be able to offer a wide experience and a proven record of success in all aspects of the construction industry.

The Director of Works will be responsible for the management of a department with an estimated turnover of £11 million per annum and employing over 2,400 operatives. The successful applicant will be responsible for the execution, construction and maintenance of work of a civil engineering nature for which the Council is responsible. He will have a capital works section, under his control, which will from time to time tender in competition with private contractors for capital building schemes being undertaken by the Council. He will also carry out the maintenance, repair and reconstruction of all corporate property, in liaison with the Director of Housing and Estates.

An outline of duties and responsibilities and an application form can be obtained from the District Secretary, Town Hall and Civic Centre, Sunderland (Telephone Sunderland 78181, extensions 52, 53, and 54) to whom completed applications should be sent not later than 31st May, 1974, in envelopes endorsed "CONFIDENTIAL - DIRECTOR OF WORKS".

This advertisement is placed after consultation with the Staff Commission.
L. A. BLOOM, Chief Executive.

CJA RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374

A challenging "start up" operation—open to a prime mover—share option scheme

DIRECTOR-CORROSION PREVENTION AND COATINGS CONTRACTS

ARABIAN GULF-DUBAI £10,000-£16,000 TAX FREE

SUBSIDIARY COMPANY OF A MAJOR INTERNATIONAL CORROSION ENGINEERING AND COATINGS GROUP WITH EXCELLENT TECHNICAL BACKUP

This vacancy occurs from the need of our clients to increase their share of world business in the Middle East. We invite applications from candidates aged 30-40, qualified as civil, structural or mechanical engineers who have acquired at least three years' experience in the Middle East negotiating and managing Capital Projects Contracts work in excess of £500,000. The successful candidate will report to the Managing Director in the United Kingdom and be responsible for negotiating profitable contracts and managing them through to successful completion; contracts for coatings for tankers, refineries, tank farms and treatment of industrial plant in need of protection against corrosion, etc. Contracts at the highest level in the Gulf States and the capacity to seek out and manage profitable business is essential. Initial salary negotiable £10,000-£16,000 tax free plus housing, contributory pension, free life assurance, home leave passages, educational assistance. Applications in strict confidence under reference DCP 3488/TT, to the Managing Director.

Challenging and remunerative international D.P. management appointments

GENERAL MANAGERS-D P PRODUCTS

U.S.S.R.-E. EUROPE c. £10,000 PLUS ALLOWANCES

EUROPEAN MINI-COMPUTER MANUFACTURER

Our clients have established successful marketing and support operations in Eastern Europe, which are based upon a comprehensive joint co-operation agreement. Resident General Managers will be appointed shortly to develop these activities profitably in the U.S.S.R. and in a group of East European countries; candidates aged 32-42 with successful main-frame sales and support management experience, will have a facility for languages and must understand the complexities of running an operation in a COMECON country. The successful candidates will report to the director of European Operations; they will be responsible for negotiating at senior level with State and Industry officials, and will control about 25 qualified staff in the short term. Remuneration by base salary negotiable to £8,000, plus bonus, housing, and generous allowances and arrangements to meet family requirements. Applications in strict confidence under reference GM3484/TT to the Managing Director.

An attractive position open to an Accountant with strong commercial flair—scope for equity participation in the short term—and opportunity to advance to the position of Chief Executive in the short/medium term.

COMPANY ACCOUNTANT

NORTH KENT £6,000-£8,500 + CAR

IMPORTERS AND ASSEMBLERS OF CONSUMER DURABLES T/O £2 MILLION + - SUBSIDIARY OF OVERSEAS PUBLIC COMPANY

This vacancy calls for Accountants (C.A., A.C.A., A.C.C.A. or A.C.M.A.), aged 30-37, who have acquired at least 2 years' practical experience in commercial/industrial accounting, controlling a staff of not less than 12, in an organisation utilising modern management control and marketing methods. The successful candidate will be responsible to the Board of the parent company for the further profitable trade up of an organisation which already has a very high profit per employee ratio. Nevertheless, there is an urgent need to install efficient accounting and modern management control systems. It is envisaged, realistically, that this company has capacity, and that the market potential exists to increase considerably, the present turnover in the next two years. Initial remuneration negotiable £6,000-£8,500 + car, by way of high basic salary and profit incentive scheme; contributory pension scheme; assistance with removal expenses if necessary. Applications in strict confidence under reference CA3492/TT, to the Managing Director.

CAMPBELL JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED
35 NEW BROAD STREET, LONDON, EC2M 1NH. TELEPHONE 01-588 3588 OR 01-588 3576 TELEX 887374.

CITY OF LONDON

DIRECTOR OF SOCIAL SERVICES

(£4,908 rising by 5 increments to £5,538 p.a. inclusive)

Applications are invited from persons having a suitable qualification and with wide experience in Social Services at a senior level for the above appointment as from 1st September 1974, in a small Social Services Department providing services for up to 12,000 residents and one teaching hospital.

Full particulars and application forms may be obtained from THE TOWN CLERK, PO Box 270, GUILDHALL, LONDON EC2P 2EJ. Applications on the prescribed form must reach

THE TOWN CLERK'S OFFICE not later than noon on 6th June, 1974.

PROJECT MANAGERS

Balfour Beatty Engineering Ltd invite applications from Senior Engineers for posts as Project Managers involving the initiation, development and management of a wide variety of projects involving civil, mechanical and electrical engineering both in the U.K. and overseas. Applicants should have previous project management experience, be aged 35-45, have a recognised degree and/or corporate membership of one of the major Engineering Institutes and at least seven years' experience in the handling and management of project work. A background of project experience in the contract management of large construction projects. Applicants should have an understanding of up to date planning and scheduling techniques both operating and financial.

Successful candidates will be responsible for the overall control of one or more projects from initial concept, through all bid stages leading to contract award and from then to final completion. Applications from engineers currently holding senior air posts with an appropriate background in design and contract work will be acceptable as the appointments to be made are in pursuance of a policy to expand an existing management team.

Candidates are asked to provide full data relating to their experience on projects and specific responsibilities undertaken by them.

Salary by negotiation.

Applications should be made to:
K. Marshall, Projects Manager—Operations,
Balfour Beatty Engineering Ltd.,
Marlowe House, 109 Station Road, Sidcup, Kent.
Please quote PER/196 on envelope

HOTEL AND CATERING INDUSTRY TRAINING BOARD



Applications are invited for the new post of

Management Development Manager

who will be responsible for establishing a Management Training and Development team to advise and assist the Hotel & Catering industry to formulate and implement progressive management development policies and programmes.

Close liaison will be required with industry associations, professional and examining bodies, management centres, colleges and other interested organisations.

The successful candidate will be a graduate with not less than ten years' industrial or related experience, five of which will have been spent in management development.

Ability to diagnose management and organisational needs is important, coupled with experience in applying management development techniques at all levels. There must therefore be a corresponding ability to communicate effectively with senior managers, both inside and outside the Board.

The appointment will be based at Wembley, but some travel will be required. A car will be provided.

Salary will be in the range £4,677 to £5,452. There is a contributory pension scheme. Annual leave is 22 days rising to 25 days over three years, in addition to public holidays.

Application forms are available from the Personnel Officer, Hotel and Catering Industry Training Board, Ramsey House, Central Square, Wembley, Middlesex, telephone 01-802 8866, and should be returned by Wednesday, 29th May, 1974, stating clearly Ref. MDM/1.

Conveyancing Solicitor

£5,000

Leading Birmingham Solicitors, with offices in the City centre, seek experienced Conveyancer capable of handling large volume of varied work with minimum supervision and of justifying a salary of up to £5,000.

Application with curriculum vitae to Box 1937 C, The Times.

ARCHITECTURAL INTERIOR DESIGNER

required for major refurbishing contract of an international company's London headquarters.

Immediate appointment.

Salary in excess of £8,000 p.a.

Apply Box 2368 C, The Times.

CHARTERED ACCOUNTANT

with intermediary Cost and Works Certificate for large Printing Company
To take charge of entire accounting and costing departments.

Salary £4,000 p.a. with excellent prospects

Write to A. NELSON
DAVID OSLER & FRANK
19 BATH STREET
LONDON, E.C.1

SENIOR ACCOUNTANT

c. £4500

A major Civil Engineering Company located in N.19 area requires a qualified Accountant to head their accounts department. The successful candidate will report to the Financial Controller and his duties will include the preparation of monthly financial and consolidation accounts. Ideally applicants should have gained retention experience in a civil engineering environment.

Contact Anthony Toh,
BREWER APPOINTMENTS LTD
68 Brewer Street, London, W.1
01-734 6437

UNIVERSITY APPOINTMENTS

University of Liverpool CHAIR OF CLINICAL PHARMACOLOGY

Applications are invited for the Chair of Clinical Pharmacology which will become vacant on 30 September 1974, following the retirement of Professor A. Wilson. The salary of the Professor will be within the range approved for clinical Professorial staff and initially will depend on the qualifications and experience of the successful candidate.

Applications (to copy only) together with the names of three referees should be received not later than 2nd June 1974 by the undersigned, from whom further particulars may be obtained. Candidates should send one copy only, by airmail, quoting ref. RV/17/20/93.

H. W. Hutchings, Registrar, The University, Liverpool, L69 3BX.

University of Southampton FACULTY OF MEDICINE PHARMACOLOGY—TEMPORARY LECTURESHIPS

Applications are requested from registered medical practitioners or from science graduates with appropriate qualifications for two temporary lectureships in Pharmacology on a full or part-time basis for the academic year 1974-75. Experience in teaching medical students is desirable. Salary within range £3,768 to £7,091 (initially) or £1,025 to £1,440 (part-time). Successful candidates will be invited to interview by the Secretary, University of Southampton, 100 High Street, Southampton, SO9 5NH, to whom applications and one from other referees should be sent not later than 24 May 1974.

University of Aberdeen RESEARCH ASSISTANT IN BIOCHEMISTRY

Applications are invited for above post to work with Dr Wilson on aspects of ion uptake by neural mitochondria. The post is suitable for up to three years, from 1st October 1974. Candidates should have an honours degree in Biochemistry or a related subject or be graduating this summer. Successful candidates may be recruited to receive a first degree. Salary within scale £1,365 to £2,411.75.

Further particulars from the Secretary, The University of Aberdeen, to whom applications (two copies) should be dated by 22nd June 1974.

University College, Cardiff DEPARTMENT OF SOCIAL ADMINISTRATION

Appointments are invited from candidates with Social Science qualifications for the following posts: RESEARCH IN SOCIAL ADMINISTRATION, RESEARCH IN SOCIAL ADMINISTRATION, GRADUATE SOCIAL WORKER, SOCIAL WORKER, P.O. Box 96, Cardiff, CF1 1XL.

The armchair search for life in outer space

In there life elsewhere, and if so what does it look like... people, plants or even rocks? In the best traditions of open-mindedness, the Royal Society devoted its symposium recently to "The recognition of alien life".

What this implies is that we may have to live with the uncomfortable conviction that there is life somewhere else in the universe, and most probably in the galaxy, but that it will not be possible to learn more about it without a radical improvement of our technology.

In the past few years, considerations like these have not deterred those whose hearts have been set on finding civilizations as they are called elsewhere in the galaxy.

Philosophically, the problem of alien life is intriguing. Cosmologists, from Galileo on, have learned how dangerous it is to attribute uniqueness to the nearby parts of the universe.

The optimists assume that one star in ten, say 100,000 altogether, may support civilizations at some stage of development.

But where? And how to recognize it? The enthusiasts are probably right in saying that, as things are, the best hope of making contact is by radio-communication.

John Maddox

Balancing the books and keeping the balance of power

The Defence Secretary Mr Roy Mason, has personally commissioned an in-depth investigation into the security aspects of Britain's burgeoning offshore oil and gas industries.

There are now about 25 drilling rigs stretched along the British edge of the continental shelf and the number should have risen to 40 by the end of this year.

The Labour administration, however, might be prepared to invest more substantially in the defence of Britain's increasingly important energy resources if the study of the Defence Scientific Advisory Council suggests that this would be worthwhile.

Consideration of the new long-term, broader ranging decisions to be taken under the defence review is not expected to begin until Parliament has recessed for the summer.

Henry Stanhope

ideas have emerged about the kind of precautions which could or should be taken. Oil pipelines are admittedly being buried wherever the nature of the seabed makes it feasible.

The Labour administration, however, might be prepared to invest more substantially in the defence of Britain's increasingly important energy resources if the study of the Defence Scientific Advisory Council suggests that this would be worthwhile.

The council's investigation is entirely separate from the more comprehensive defence review which is currently being conducted at the ministry. But it reflects the same desire to take a long thought and look at the balance and purpose of Britain's forces.

This is the sort of priority which Mr Mason will have to explain to his American counterpart.



The Gurkhas on parade: Can their retention be justified?

South Africa: Evil to those who defeat evil

"Human suffering has its effect even on those who impose it". These words were spoken from the dock in the courtroom of Frederic by Mr Toivo Ja Toivo, an African from South Africa.

Just such victims, of just such people, are Mr Toivo and the other political prisoners on South Africa's Robben Island. Mr Athol Fugard, most distinguished of South African writers, has produced an immensely powerful and moving play called The Island.

Mr Hassan had drafted the petition for the prison commandant to have delivered it, too, but this was later admitted to be false, following this and an incident in which he refused to hand over his library books, contending that the order was unlawful, he was put in solitary confinement for six months. Mr Venkathram was not, but was denied access to his books to a degree and of his access to the prison library.

When I read in The New York Times that the Bronx County Historical Society was organizing a walking tour of Woodlawn Cemetery, I dropped plans to go to the races and read the subway map. Woodlawn is quite appropriately, the last stop on the line and when the train arrived there only I and one other person remained in the carriage.

I asked him whether he was going on the tour and he said he was a lawyer from Denver, he was a connoisseur of such expeditions. "I've just come from a wine tasting in Harlem", he said. "It was supposed to be a historic buildings tour but we kept stopping at bars and it turned into a wine tasting".

which was being withheld, contrary to the provisions of the Prisons Act. The background to this case was a petition which 49 of the prisoners had drawn up, detailing a list of humiliations, deprivations, abuses and denials of justice to which they had been subjected over a long period, including one serious general assault. From this petition, and from the affidavits in the court proceedings, a picture emerges of the way in which men determined to break the spirit of those helpless in their charge can do so if those in higher authority are willing to allow it.

A limited but genuine victory, then. But you do not defeat evil with impunity; mark what follows. Not long ago, a few months after the case, the South African prison regulations were officially amended, to ensure that all access to courses of study, to library books and to work would therefore be formally declared to be at the absolute discretion of the prison authorities. The new regulations also entitle the prison authorities to keep prisoners in a condition of "segregation" indistinguishable in practice from solitary confinement.

In Washington, the latest party game is to organize play readings of the Watergate tapes. The best fun is to be had with the "insidibles" and "deleted explosives".

From intimations of mortality to an affirmation of life and community: This is New York's ethnic variety that no matter when you visit here, you stand a good chance of being in time for a festival of some sort. If the poles are not celebrating Pulaski Day, the Italians will be merry-making over some saint, the Puerto Ricans over being Puerto Rican, the Chinese over the Year of the Water-Rat, the Irish over St Patrick or the Greeks over the day they said No to somebody.

Such is New York's ethnic variety that no matter when you visit here, you stand a good chance of being in time for a festival of some sort. If the poles are not celebrating Pulaski Day, the Italians will be merry-making over some saint, the Puerto Ricans over being Puerto Rican, the Chinese over the Year of the Water-Rat, the Irish over St Patrick or the Greeks over the day they said No to somebody.

Patrick or the Greeks over the day they said No to somebody. Last weekend saw none of those, but instead there was a festival of Poly-Ethnicism on Ninth Avenue. This Street, although not many steps from Times Square in the midtown Manhattan, has largely escaped redevelopment and skyscrapers. The Avenue and the streets off it are still mostly lined with three-storey blocks of shops, and flats, in red brick with fire escapes down the front, dating from the early years of the century.

In the closest equivalent New York has to Soho. On the fringe of the central vice district it is also the centre of multi-national food shopping. Many of its shops are open until the small hours of the morning and sometimes we used to stop there to buy asparagus, ardischoles or the delicious celery root from the theatre, watched blankly by waiting workers. It seemed symbolic of New York, where you can buy almost anything you want almost any time you want it.

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Do we get the postal service we deserve?

Mr Tom Jackson, general secretary of the Union of Post Office Workers, said yesterday that Britain's postal service was "cripping and on the verge of collapse". From all sides there are complaints about the decline in quality of service, the delays in delivery, the ever increasing charges.

The chief complaint is that first-class mail does not reach its destination by the next working day, as the average user believes. The Post Office promised its customers when it first introduced the two-tier system in 1968. The Post Office says it made no such promise; it merely set itself a target of delivering 94 per cent of first-class mail within 24 hours.

But even that target is nowhere near reached according to the week-long surveys carried out by the Post Office Users' National Council. The first, in October, 1971, showed a success rate of 87 per cent and the second, in February, 1972, a success rate of only 84 per cent. The Post Office has, until recently, claimed a 92 per cent success rate, but it has modified this to 88.9 per cent on the basis of its own survey last September.

Given an average of 35,000,000 letters posted every day, of which roughly half are sent first class, the 11 per cent failure rate admitted by the Post Office means a potential 2,000,000 dissatisfied recipients a day, or more than 600,000,000 every year. From this perspective, the number of complaints actually made is surprising only in being so small.

A reduction in the number of naval dockyards is one possibility that has been widely canvassed. And whatever cuts are eventually decided upon, they will certainly be accompanied by administrative shuffling at the ministry itself.

It is certainly time for a fresh look at the ministry's defence commitments, and the Government's policy so far seems to be the right one. What Mr Mason and his colleagues must bear in mind is that they are concerned in an exercise not in cost-cutting but in saving money—that is, one designed to bring down the costs and to push up the efficiency. If they accomplish both together, they will have earned the thanks of everyone, not just of the Labour left.

Henry Stanhope, Defence Correspondent

The 1969 Post Office Act made the Post Office an independent corporation, but it still depends on the Government for financial help. The Tory Government's decision at the end of last year to cut back sharply on the £4,250m five-year development programme announced in 1972, was greeted with dismay by the Post Office. Talks are now going on with the present Government about the proposed £148m cut for the current financial year.

During the latest year for which they have published accounts, 1972-73, the Post Office made a loss of £64m, its first deficit since 1956-57. The postal service, which is the traditional money-losing side of the Post Office operations, lost a record £42.5m.

Last month the Post Office proposed increases of 1p on first-class mail and 1p on second-class mail, as well as increased telephone and other telecommunication charges, to take effect in June. This, it hopes, would bring in an additional £27.5m in a full year. The proposals are now being considered by POUNC and by the Price Commission.

Letter post charges went up by 1p last September. If the proposed new charges are brought in, the first-class letter rate will have risen by 50 per cent in less than a year. The Post Office has produced figures, however, which show that we still have the cheapest postal service in the industrialized world. It is also interesting to note that the penny post, introduced in 1840, is equivalent to a 3p cost today. Letter charges have almost exactly kept in step with inflation.

Given the staff shortages, it is perhaps surprising that the service is as good as it is. 11 per cent failure rate for its 1.2 million mail items in September was better than in any other month. The Post Office's own administrative survey in March this year, using a vast outsize envelopes and a variety of stamps to make the Post Office's task more difficult, cut out 17 letters posted by parts of the coast to 100,000 on a Thursday night, only 500 of them were delivered.

The Post Office's failure to deliver 11 per cent of its 1.2 million mail items in September was better than in any other month. The Post Office's own administrative survey in March this year, using a vast outsize envelopes and a variety of stamps to make the Post Office's task more difficult, cut out 17 letters posted by parts of the coast to 100,000 on a Thursday night, only 500 of them were delivered.

I think she's on TV, shouted the wife of the own of a fruit and vegetable shop bearing her small daughter, slightly above her head. "New mind the bag, did he get his strawberries in?" replied his husband, realistically.

Tomorrow: Hamburgers on Homosaccus



Mr Tom Jackson: His wife wants more attractive pay.

The Post Office also claims Britain will have one of the best service networks in the world. Most countries do have more than one delivery day, while we have two a day from Monday to Friday for living in towns, and one or two in rural areas. This has changed in the past 10 years, except in London, which uses three deliveries on weekdays.

London is also the only city which has fewer collections a decade ago, when the figure was ten. Now there are daily collections in towns and rural areas. The number of post boxes has risen the same as the population. They are not usually more than a quarter of a mile apart; in very sparsely populated areas the number of post offices has declined, but not as drastic as is usually supposed; there are 24,000 compared with 25,000 in 1964.

The amount of mail hand has also remained surprisingly static; 10,500,000,000 items were sent by letter post in 1962 compared with 10,790,000,000 in 1973, and the parcel post figure, 154,000,000, has risen to 194,000,000. The number postal staff did not change either, rising marginally to 170,600 in March, 1963, 172,500 last year. But costs in that time, rising from 227 to 550/4p.

In the past year, the number of staff has dropped sharply to 178,000 to 154,800. In the count as a whole the staff shortage now 10 per cent of establishment, but this disguises the acute shortage in certain areas. The London and the seven main London districts are 20 per cent below strength. In worst-hit areas are Bill Wycombe, where the shortage running at 36.4 per cent, a Slough deficit of 30 per cent.

The Postal Union says, and management agrees, that a situation where 20 per cent of the staff are on strike is not more attractive. A postman on a basic wage of £27.81 for a four-week, a sorter earns only £30, and a counter clerk of 25 has an annual salary of £1,882. The average national industrial wage is more than 24 weeks.

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In the past year, the number of staff has dropped sharply to 178,000 to 154,800. In the count as a whole the staff shortage now 10 per cent of establishment, but this disguises the acute shortage in certain areas. The London and the seven main London districts are 20 per cent below strength. In worst-hit areas are Bill Wycombe, where the shortage running at 36.4 per cent, a Slough deficit of 30 per cent.

The Postal Union says, and management agrees, that a situation where 20 per cent of the staff are on strike is not more attractive. A postman on a basic wage of £27.81 for a four-week, a sorter earns only £30, and a counter clerk of 25 has an annual salary of £1,882. The average national industrial wage is more than 24 weeks.

Given the staff shortages, it is perhaps surprising that the service is as good as it is. 11 per cent failure rate for its 1.2 million mail items in September was better than in any other month. The Post Office's own administrative survey in March this year, using a vast outsize envelopes and a variety of stamps to make the Post Office's task more difficult, cut out 17 letters posted by parts of the coast to 100,000 on a Thursday night, only 500 of them were delivered.

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Tomorrow: Hamburgers on Homosaccus

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a Special Report on the regions from the Alps to the Appennines

Northern Italy



Left: go-lucky young people out for a stroll in the streets of Bologna. Right: gathering fuel in a quiet backwater of the Po valley.

The iron crown of Lombardy symbolizes a remarkable concentration of vigour

Peter Nichols

iron crown of Lombardy is an obvious symbol of Northern Italy. The north sits on the peninsula with its high standard of living, if you like, its claim without the south and centre it would be a marvellous centre of concentration.

Take a look at it: the commercial, industrial and financial activities of Milan for centuries have been of European scope; the manufacturing industries of the north and the work of Italy's best port, Genoa, with its island of the Ligurian archipelago; the marvels of Venetian human and architectural genius; the strange, mysterious beauties of the Po delta; the prosperous farms and industries of Emilia and the new prosperity of the

Alpine regions. The north is a remarkable concentration of vigour.

A northerner will be quick to point out that the north has the near monopoly of industrial strength, the best newspapers—the Turin *La Stampa* and the Milan *Corriere della Sera*—a remarkable power of attraction towards writers and painters from the south, a high standard of living and a European outlook.

Lombardy and Piedmont are certainly the richest of the individual regions. Lombardy made its attempt at uniting the country centuries ago and failed; Piedmont followed in the last century and was successful. Every Northern Italian region has had a profound effect on European development.

Piedmont was for centuries the guardian of the passes through the Alpine chain and the House of Savoy was extremely able in exploiting

this advantage. Genoa and Venice not only had long histories as great maritime powers but in the eighteenth century kept alive the republican tradition when absolute monarchy was the fashion.

And that is not enough for either of them. Genoa was outward-looking to the extent of producing Columbus; Venice not only controlled an empire but gave an example of highly efficient administration. All the north has that tradition. Piedmont was based on a barter-working and incorruptible civil service. Lombardy and Venice, after the demise of their own independence, experienced the effective rule of Austria which was foreign rule, certainly, but it functioned well.

It is a coincidence that the best of Italy's postwar prime ministers, Alcide de Gasperi, learnt his parliamentarianism not in Rome but in Vienna. This experience gave him a broader outlook on Europe

and perhaps too great an attitude of struggling the shoulder towards the more indulgent attitude of his southern colleagues.

The traditions of the north are varied. Separate histories have made different societies in the regions of Lombardy, Piedmont, the Veneto and Emilia. Liguria has remained very much to itself in its somewhat isolated, mountain-locked position, but it has an identity.

There is no doubt that the highly prosperous area between the Alps and the Appennines, which follows the Po from its source in the Alps, through Turin to the Adriatic, Italy's only navigable river, looks more to central Europe as its spiritual source and less to the Mediterranean as the sea from which its ancestral ideas emerged.

Geographically the idea of a unity is convincing. The north is partially enclosed by

the Alps and the Appennines. The international boundary passes largely through uninhabited areas in the high mountains except for three zones: the Riviera, the Swiss Ticino projection and the Trieste-Gorizia demarcation line, about which quarrelling still goes on with Yugoslavia, and for most of its length the boundary follows the watershed.

It is a common idea that Italy consists of a north and south. In fact there is a vertical difference between north and south, but the real way to look at the north is horizontally, not vertically, following the Po in its course between the two sets of mountains, down to the Adriatic.

This North Italian lowland plain is 550 kilometres long and runs from the highly industrialized areas of Turin and Milan to a misty, romantic, but flood-prone delta. This provides the only immediate limiting coastline be-

cause, on the other side, the Ligurian coast, however beautiful, is little more than an afterthought beyond the mountains.

That is why Genoa is much more isolated than the other big cities of the north. It lived when it had its own contacts outside the peninsula and now, despite the volume of trade through its port, has difficulty in keeping pace with thinking elsewhere in the industrialized north. Italy is not a geographical expression but geography does have its crucial effect on some of the country's principal cities.

It would be wrong, however, to regard Northern Italy as the prosperous part forced to carry the weight of the underdeveloped south. It is a temptation for northerners to think how prosperous the country would be if somehow it could be cut off north of Rome.

But the south has a stronger tradition of unity than the north. It offers the north not only a still potentially great internal market and pool of manpower but links with a past which the north has not lived and which can only enrich the total contribution of Italy to any European entity.

Italy is the only member of the European Community which has a coastline entirely on the Mediterranean and in its way this link is as essential, or should be regarded as such, as the Italian connexion with the Atlantic. Certainly Columbus would have accepted such a balance of values.

The iron crown is a symbol of Northern Italy in more than one way. To begin with it is not really made of iron: the iron is provided by the metal said to have come from nails from the cross which has been worked

into the crown. It is kept at Monza and has something of the same effect as the accoutrements of the Frankish monarchy at Aachen. The iron is less religious in its symbolical value than industrial.

The first industries, except for experimental endeavours in the south, took shape in Milan and Turin and Genoa. After the war, the boom followed the trail already marked out by earlier processes of industrialization.

One of the greatest of Italian industrialists, now dead, used to say that the problem of north and south was that an industrialist could much more easily increase the degree of industrialization where the process had already begun than he could create this process where there was no industrial tradition.

That is one reason why the north continues to press

ahead in comparison with the south; but it would be a pity to regard the north simply as another industrial area of Europe like the Ruhr. The iron may be the most important part of the Lombard Crown but it is not the only part: even without it there would still be a crown.

On other pages

Economy, John Earle II

Cardinal Pellegrino, Peter Nichols

Giovanni Malagodi, Peter Nichols III

Eugenio Cefis, John Earle IV

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Communications, Andrew Hale

Map of Northern Italy

The Alps and tourism, Patricia Clough VI

SANT'ANDREA NOVARA

£50 MILLION MACHINERY ORDERS FROM USSR

Technological leader in the production of textile machinery, burners and waste disposal equipment

SANT'ANDREA NOVARA, based in Novara about 25 miles from Milan on the Turin-Milan motorway, started in 1920 as an engineering maintenance workshop for a textile manufacturer, although it also built textile machines for the treatment of silk.

In 1929, it had become an independent company and started manufacturing machinery for combing, pressing and spinning combed and similar fibres.

The success and SANT'ANDREA NOVARA is today a world in every combing spinning mill in Italy abroad. Tens of thousands of these machines have been produced by its

modern workshops over the past five years, a contribution towards world-wide progress in the textile industry. The company places special emphasis on exports, setting up agencies and appointing representatives virtually throughout the world. It now exports more than 60% of its products on average, all manufactured to the design of its engineering department.

This experience helped the company to start work in the new technology of combining chemical fibres with wool and other textile fibres.

In 1956, SANT'ANDREA also started to manufacture fuel oil, gas oil and gas burners by licence, granted by the Swiss firm Oerlikon of Zurich.

It now produces a very extensive range of this kind of equipment, from small domestic boilers to 20,000,000 Kcal/hr furnaces. To supplement its output of thermal engineering plant, it also manufactures boilers and complete units for water heating and central heating.

In 1970, the Italian associate of Roberts Co., Sanford (N. Carolina, USA), "Roberts Italia SpA" of Bergamo, joined the group and helped SANT'ANDREA to enter the field of cotton and cotton/synthetic fibres.

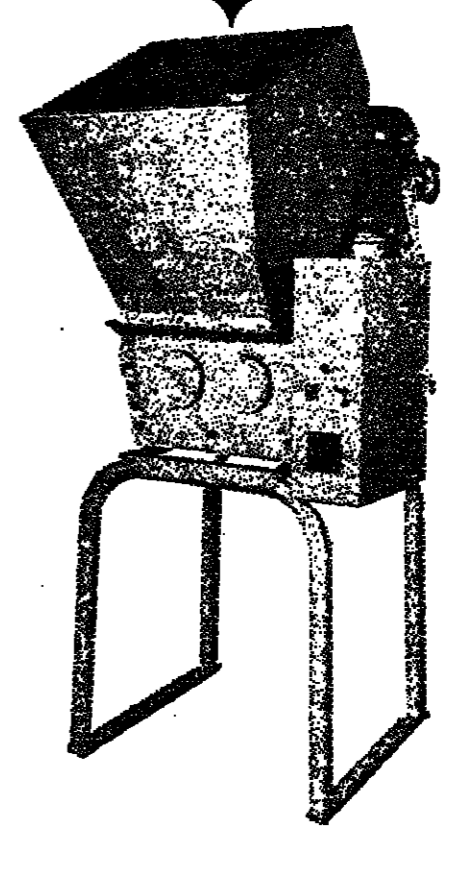
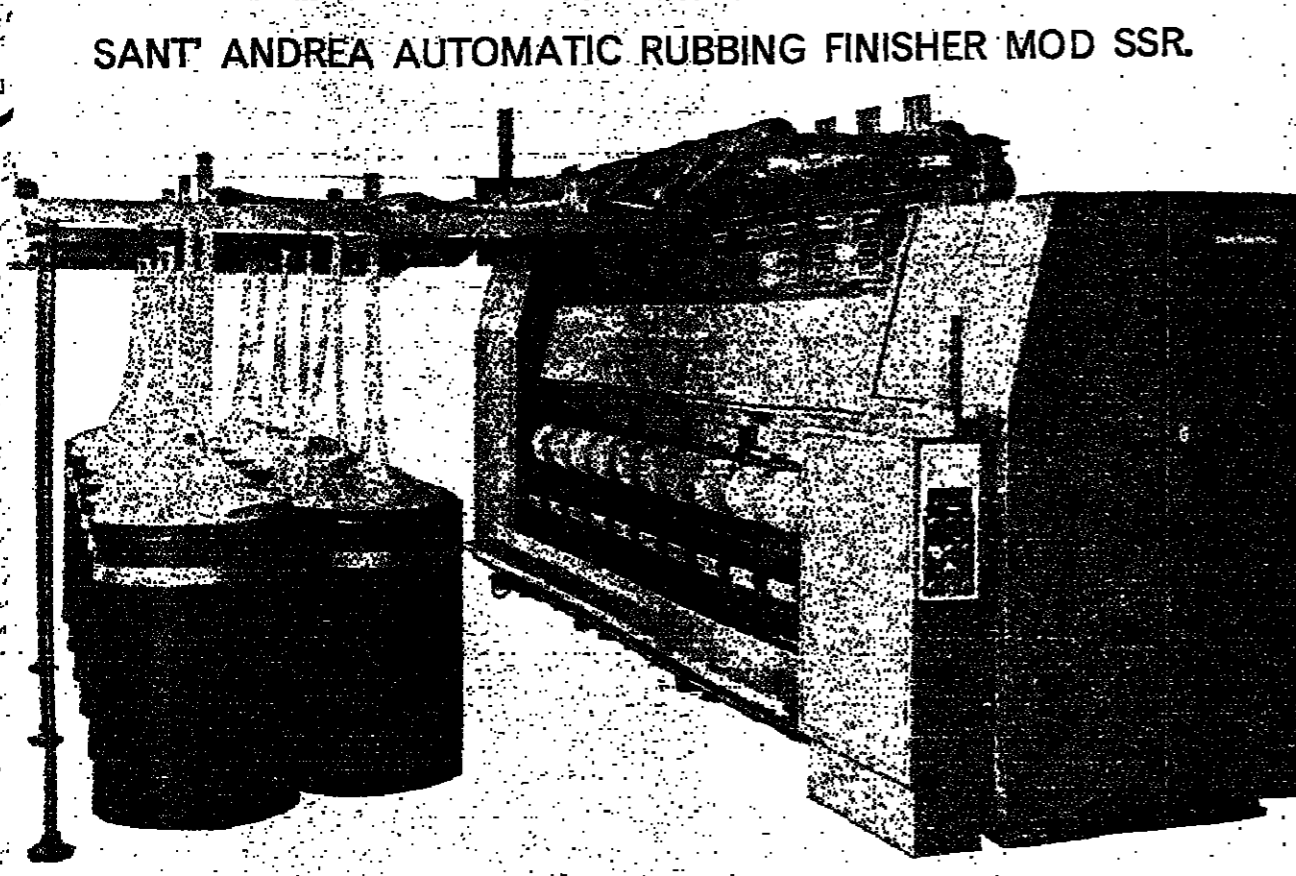
In the international market, some of SANT'ANDREA's largest orders have been from the USSR. The first complete, full-production

cycle plants—combed wool, wool/synthetic fibre and pure acrylic—supplied to the Soviet Union by SANT'ANDREA as the main contractor date back to 1965, the year in which its first 24.3 million factory was established in the Republic of Kursk, with a potential of 50,000 spindles. The second was built in the Latvian Republic at Ogre near Riga in 1966 with a 40,000 spindle potential, its value being £4.2 million, while the third, £6.5 million plant, with a 60,000 spindle potential, was supplied to Pinsk in the Byelorussian S.S.R. in 1967. These were followed up by several direct orders for machinery alone. On 22 February last, the chairman of the Soviet

body, Technopromimport, and the chairman of SANT'ANDREA NOVARA Ing. Riccardo Parodi Delfino, met in Moscow to sign a contract for a further order for three complete full-cycle wool processing lines with a total potential of 200,000 spindles, to a value of £35 million. Particularly alert to any new prospects offered by technological advances or in the marketplace, a few years ago SANT'ANDREA decided to diversify still further by branching out into refuse disposal plant. The company has designed, produced and marketed a series of garbage disposers for industrial and domestic use as well as "Shredders". These machines have proved

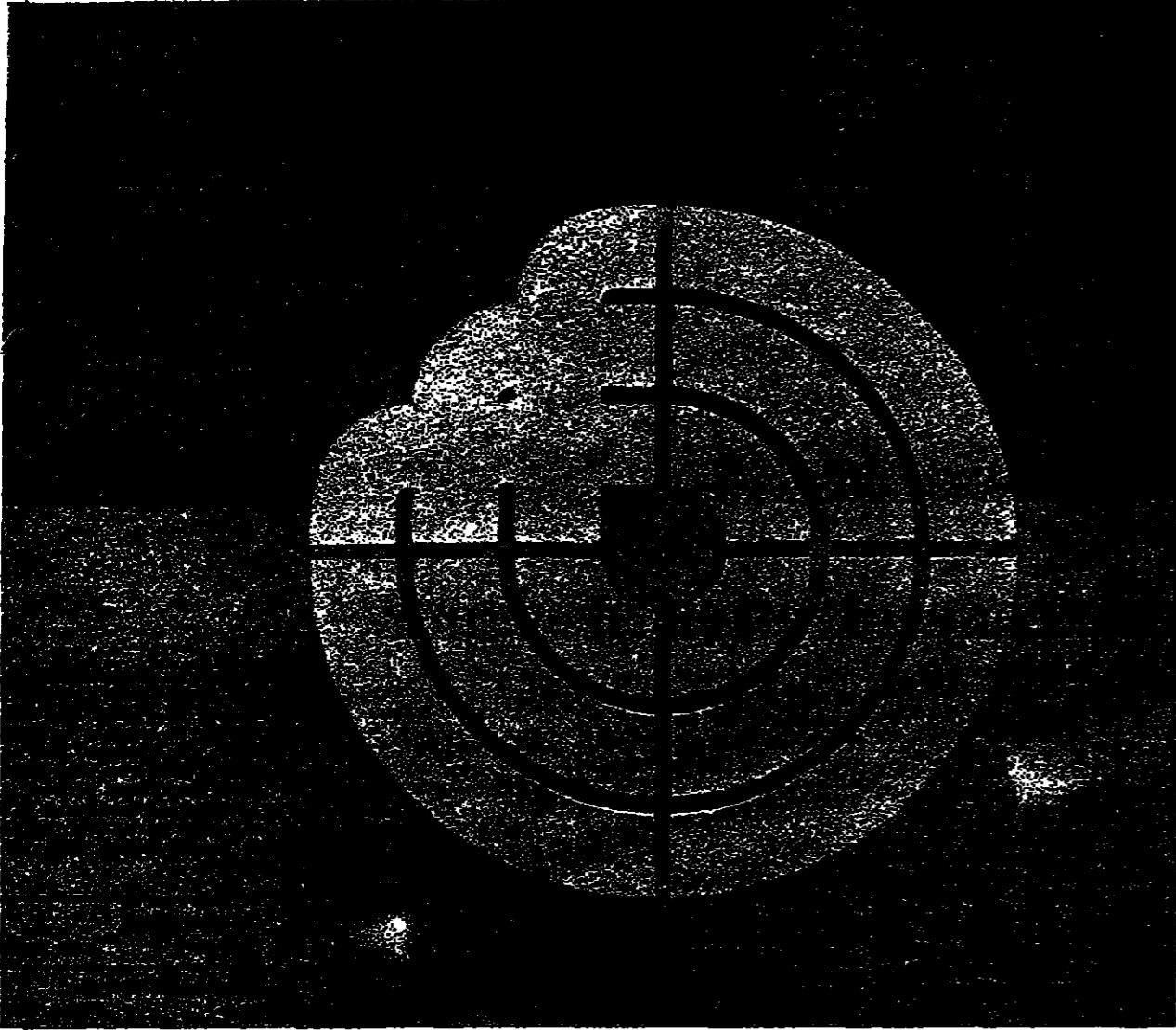
to be highly practical, sturdy and efficient and have been very well received on European markets, especially Switzerland, Germany and France.

They provide an easy, hygienic and economic solution to the growing problem of disposing of kitchen waste, rubbish and scrap materials in general (packaging materials, used tyres, cans, etc.). A comprehensive sales network to launch these products is planned in the United Kingdom, Australia, Canada and the United States. SANT'ANDREA NOVARA employs a total of 1,700. Production is at its factories in Novara, Cressa (between Lake Maggiore and Lake d'Orta) and Bergamo.



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North's industrial domination remains unbroken

by John Barrie

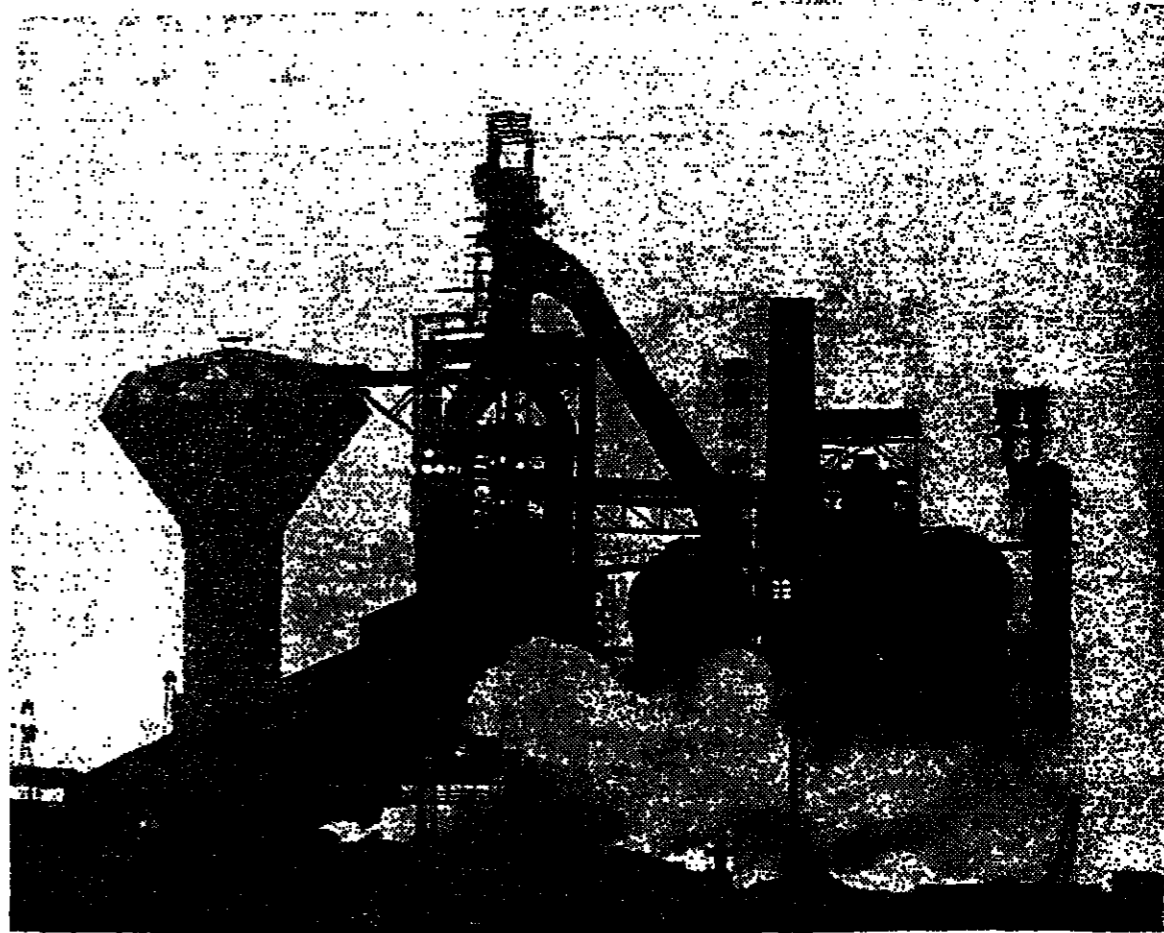
It would be far-fetched to maintain that the North's industrial dominance in Italy's economic life. But there is a grain of truth in the contention that Napoleonic France, deprived by the naval blockade of trade overseas, had to cultivate economic links with the conquered areas immediately beyond its borders like Northern Italy.

The Cisalpine Republic later the kingdom of Italy, centred on Milan. It probably enjoyed better civil administration and laws than the Roman Empire. France had an increasing appetite for arms and implements, textiles, leatherwork and the first chemicals such as gunpowder. These factors encouraged the emergence of entrepreneurs more accustomed from the beginning to deal with the non-Italian speaking world rather than with their own south. Italian industry can be said to have been born between 1796 and 1814.

Since then the basic situation has not changed. Economic power is still largely concentrated in the north, particularly in the industrial triangle of Milan, Turin and Genoa. Arguments rage as to whether the north-south gap is narrowing and whether it will ever be closed. Usually the problem is surveyed from the viewpoint of the Government or south. Instead, it might be useful to turn over the coin and consider why the north has remained where it is.

A local publication in Verona, Piedmont, lamented recently that the province along with Novara, Turin, Milan and Genoa, was near the bottom of the list of provinces for per capita income growth between 1951 and 1971, implying that the north might be losing its edge. It is worth noting that the complexity of such statements, however, is the fact that the population of most of these northern industrial provinces has grown because of an influx of immigrants from the south. The central output has also gone ahead.

A study by the private industrialist's co-ordination, Confindustria, showed that despite generous official incentives, the north attracted only 31.5 per cent of total capital investment in industry between 1955 and 1970. Northern Italy, with 46.1 per cent of the population, earns 57.8 per cent of the national income. The north's population is still growing (caption: Genoa, Lombardy



This steelworks typifies the industrial skills of the north. Even when new plants have been opened in the south it is often necessary to bring in northern management.

(Milan) and Piedmont (Turin), with net per capita annual income about the £1,000 level.

The market leaders almost all come from the north. Fiat's cars in Turin, Olivetti's office machinery in Ivrea, and Ferrero's confectionery in Alba. Montedison's chemicals and Pirelli's tyres are among the countless firms in Milan, while Zanussi's domestic appliances are mostly made in Pordenone in the north-east. The north houses most of shipbuilding, engineering, banking and insurance. Among the few exceptions, the main postwar expansion in petrochemicals has been in the south.

After the seed was planted by Napoleonic France, northern industry grew steadily in the last century thanks to a series of factors. The kingdom of Piedmont had been in the north since the achievement of Italian unity. At the Congress of Vienna it was given back the important port of Genoa.

Piedmont had to fight rearmament wars for unification, and there is nothing like that to stimulate technical progress. Northern Italy was just over the border for capital investment from France and Germany. Connections with the south were poor. In 1860 the main railway from Milan to the south ended at Bologna.

Industrialization was helped by the availability of hydro-electric power in the Alps. The early years of this century were a period of unprecedented industrial expansion. Taking the average of 1896-1900 as 100, industrial production rose to 183 in 1911-15. Output of electricity increased from 45 million kilowatt-hours in 1895 to more than 2,500 million kilowatt-hours on the eve of the First World War.

These two decades have been described as those of Italy's industrial miracle, comparable to 1783-1802 in Britain. The war further helped industrial progress, particularly for companies engaged in military production, such as Fiat. At the same time, it brought a deliberate attempt to move industries away from the North to regions like Emilia and Tuscany, where factories were farther from possible battle zones and air raids.

Fascism failed to end disparity

Fascism failed to overcome the disparity between north and south. Census statistics for 1937-39 showed that of 4,200,000 industrial workers, 65.3 per cent lived in the north, 16.3 per cent in the centre, and 18.4 per cent in the south.

The Second World War caused widespread destruction of plant everywhere, but represented a greater economic setback for the more fought-over south. The years since the war have seen a concerted onslaught on diversifying away from the north and promoting the development of the south. Millions of pounds have been poured into the Mezzogiorno. It is deliberate government policy to make the big parastatal corporations like ENI (Ente Nazionale Idrocarburi) site their major new projects in the Mezzogiorno.

Private industry was at first reluctant to follow suit, but in recent years has increasingly complied, as a result both of government pressure and as the realization that many locations in the north have reached saturation point in housing, social services, communications and environmental safety. Olivetti was one of the first to open a new southern plant, at Pozzuoli near Naples. Now Fiat, Pirelli, Montedison and others have all moved into the south on a substantial scale.

But results have not come up to expectations. Too often these grandiose projects have remained white elephants, cathedrals in the desert, unaccompanied by the churches and chapels of medium and small entrepreneurs. Per why should the

smaller concerns go south? Even if exempted by the official incentives, they may face a lack of skilled labour, a rudimentary banking network, inadequate power, water or telecommunications services, not to speak of the fear of local Mafia or Camorra influences. As for unskilled labour, there has until now been more than enough in the north thanks to the constant flow of southern immigrants.

In the Mezzogiorno it has frequently been necessary to bring in northern management, knowledge and sub-contractors, so that an appreciable share of funds earmarked for the south have in fact ended up in the north. In some cases, unprincipled entrepreneurs have established new ventures in order to obtain the incentives, then bankrupted the southern companies while retaining a portion of the incentives.

Some regional governments in the north, like Lombardy's under Signor Piero Bassetti, the Mezzogiorno Christian Democrat Premier, have negotiated arrangements direct with southern regional authorities on projects or the transmigration of businesses. But nothing that the national or regional governments do is likely to reduce the north's economic pre-eminence in the foreseeable future.

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PIEDMONT: A EUROPEAN REGION

If we review the progress that has been achieved by Piedmont over the past twenty years based on the available social and economic statistics, we find that its growth rate has been one of the most rapid in Europe during the post-war period. In this area of 25,000 square kilometres, the population has increased by almost a million - from 2,900,000 to 4,500,000 - since 1951, an overall rise of 50% in the period. Industrial employment has risen by 50%: today 940,000 are employed in industry compared with 637,000 in 1951. In the past decade alone, Piedmont's gross industrial product has risen by 18%: in current figures (L.5,700,000m. in 1973, compared with L.3,483,000m. in 1963), and even when expressed in time terms production has risen by almost 100%.

It is, however, worth to find out the truth about Piedmont today, about the regional community in which we work and the community we should like to create, we must not content with the figures alone. We should look beyond these to understand the social, economic and territorial processes that have combined to produce this massive growth and which in turn have been activated and influenced by that growth. In every industrial society, whether it is in the West or in Communist territory, economic growth is a dialectic process achieved by a greater or lesser degree of imbalance, but one that is always present. It is the territorial imbalances between different geographical areas, to which industry and agriculture and within industry itself - between technologically advanced branches of industry and the remainder - and to imbalances in the distribution of income or use of resources, in public consumption and private spending, to come only a few of the more relevant cases.

reference on the part of the central power to any other party, in their own interests, as well as in expanding the functions and competences of the regional authorities. This preliminary phase, during which the first regional governments have had to define most of their energies in creating the institutions, is not unique to Piedmont. In fact, the objective of our efforts is to build up a new mechanism for development on a national level to bridge the great gap that still exists between the North and the South. On the purely regional level, the targets that we have set ourselves in our planning policy may be summarized as follows:

Guidelines for regional planning

I have already outlined the nature of Piedmont's growth over the past twenty years against the general background of Italian development as a whole. In view of the problems that this rapid and intensive expansion has created or aggravated, the main objective of our efforts is to build up a new mechanism for development on a national level to bridge the great gap that still exists between the North and the South. On the purely regional level, the targets that we have set ourselves in our planning policy may be summarized as follows:

The regional development plan

The plan will be based on well-documented analysis of the true situation in Piedmont. Most of the research has already been completed, but some is still under way and will be available in the near future. The Region has a valuable instrument to provide assistance in this preliminary and exploratory phase. The Regional Council has been established in Italy. This was set up between 1959 and 1961 by the provinces of Turin, later joined by the other provinces of Piedmont. Over the past year, the research findings and recommendations of IRISS have been the basis of the regional development plan. The plan will incorporate information from the various studies and associations most representative of the Piedmontese community. We are now in a position to start drafting the plan, which will incorporate information from the various studies and associations most representative of the Piedmontese community. We are now in a position to start drafting the plan, which will incorporate information from the various studies and associations most representative of the Piedmontese community.

this page and the following two pages are portraits of outstanding personalities in the region

Formidable figure in Catholicism seen as possible future Pope

Cardinal-Archbishop of Turin, the most distinguished figure in Italian Catholicism, so much so that some people regard him—somewhat tenuously perhaps—as a possible future pope.

Some of his statements could scarcely do less than anger the proud industrialists of the north: "The man commonly called in labour relations the employer is no more than an equal with whom the worker has stipulated a contract."

In a homily addressed to workers, he said: "To be aware of your vocation as workers means to take account of the rights which are due to you. This is not the stuff to enhance the class management—and indeed it has not had this effect—any more than are his frequent denunciations of

the "abuse of economic power". Nor are his allegations of dishonesty in the way that the tenets of the consumer society are sometimes applied: "... instead of seeing man's advantage, offering what would truly serve his real necessities and development, society seeks only to exploit him for the benefit of production and of capital, threatening his liberty and undermining the genuinely human basis of life."

He is equally rigorous in judging the proper behaviour of the church, in particular where money and pride are involved: "... The search for the economic means necessary to pastoral action must never lead to compromises with any form of power—nor is thinking naturally of political power and economic power—which in any way would place in danger the full liberty of

the church and prevent the church from acting according to the spirit of the gospel". His own preference for a simple title is another aspect of this outlook of the need for complete freedom for pastoral action.

The Archbishop is Piedmontese: he was born 71 years ago in Cossato, near Cuneo, in the diocese of Fossano. He has been Archbishop of Turin since November, 1965, and one reason for the shock his arrival caused was not just that he is strangled in his convictions but that his predecessor had long been ailing.

His main inheritance was threefold: first an archbishopric which required to be put in order; second a tradition of Piedmontese Catholicism dating largely from the last century which is energetic and above all

practical—the tradition of St John Bosco, who founded the famous hospital in Turin for the maimed, the incurable in body and mind.

The third element in this inheritance was a city—indeed a whole region—deeply feeling the effects of immigration, not only from the local countryside to the cities but also from the deep south, and a host of new social problems from schooling to housing that came in the wake of industrial development carried out in conditions "of a capitalist's dream". These conditions were not Cardinal Pellegrino's dream. Less than six months after his arrival in his archdiocese he was publicly telling the workers that the country's economic and social structures must be reformed.

In February, 1972, he wrote an appeal for houses for the poor and ordered that it be read in every church throughout the diocese. He called on all those in positions of authority to place the needs of the poor above any other consideration: "Such an effort must be considered no less important than the defence of property and the condemnation of violence."

He condemned a situation in which expensive flats stood empty while the poor were without adequate housing: "While it is fully legitimate to possess a home in which to live, after having bought it sometimes at the cost of much labour and much sacrifice, it is inadmissible that apartments remain empty while many

people are forced to live in situations which are absolutely inadequate."

The Cardinal does not seek to make light of the difficulties which face him after nine years in Turin. The bulk of the working class remains outside the church, he says. Television advertisements are the Bible of many of them. There is a shortage of vocations to the priesthood and many priests are discouraged by the size of the problems with which they are faced in an industrial society.

The grim nature of work in the factories, the serious shortcomings in social justice and the values of the consumer society are all placing great obstacles in the way of a more human approach. Even when a certain level of prosperity has been reached, sensibility is not necessarily increased. When a priest attempted to make contact with a family in a newly built villa, he received the reply: "Leave us in peace", an example which could be repeated, the Cardinal says bitterly, many times over.

Nevertheless, despite the disappointments and the conflicts with other interests in Turin, the archbishopric under Cardinal Pellegrino is providing one of the most enlightening experiences anywhere in Italy of an attempt by a mild-mannered but strong-minded prelate with pronounced views on social justice to give the church a promoting role in modern society.

Cardinal Pellegrino: "The search for the economic means necessary to pastoral action must never lead to compromises with any form of power."



Peter Nichols Cardinal Pellegrino: "The search for the economic means necessary to pastoral action must never lead to compromises with any form of power."

Politician's outward-looking approach

Malagodi, a Liberal and now Minister of Economy, is a Londoner who was born there in 1904, but that is not his only connection with the north. His father, Oreste, was a writer and journalist who in 1921 was made senator. Malagodi's own degree thesis was on the subject of political ideologies and he himself still makes no secret of the fact that he loves politics.

Hence, his credentials to be a leading representative

of Northern Italy are impeccable. About 40 years ago he bought a farm in Tuscany. He knew then that whatever he did in life, he would spend most of his time in Milan or in Rome, and so he spent his holidays between the two.

Much of his life has also been devoted to finance and banking. He had reached a lofty executive position with the Banca Commerciale Italiana in Milan by 1937 when he had to leave the country. He took up the post of Director-General of the Banca Francese ed Italiana for South America first in Paris and then in Buenos Aires.

From 1947 until 1953 he was Italian delegate at many international conferences and an adviser on economic and financial matters to the Ministry of Foreign Affairs. He was elected to Parliament for the Milan-Pavia constituency in 1953 after having prepared an economic programme for the Liberals which was unanimously accepted by the party's National Congress.

This familiarity with financial problems adds to his credentials as a prominent northerner in Italy's political life. For centuries Milan has been a leading commercial and financial centre. Malagodi speaks of an eight-century document relating to the commercial importance of Milan even at a time when the Lombard kings ruled from Pavia. Lombard Street testifies still further to this financial capacity of the Milanese as does the word "to Lombard" in German which, he points out, means to give something as a pledge.

Malagodi's familiarity with languages—he speaks perfectly English, French, Spanish, German and probably others—underlines an outward-looking mentality that is another marked feature of the north.

He sees a certain connexion between Lombardy and the string of economic centres that moves southward from Amsterdam through Düsseldorf and Cologne to Frankfurt and Zurich, a connexion that could never be supposed to exist once one was south of the Apennines.

But that is by no means the only way he looks at the north. He believes that the northern regions have a character of their own and that a change really does occur when one crosses the Apennines. But even the

north has its marked differences: taking two leading sectors, he points out that the Venetians are well-known for their kindly disposition while the Genoese are regarded as being dour. Politically, there is a strong difference between the northern banks of the Lower Po, with its heavy Christian Democrat tendencies, and the south bank, which delineates the beginning of Italy's main communist stronghold.

This assured sense of identity of the north does not, he maintains, distract his attention from the national aspect of Italy's political life. "I do not mean," he says, "a certain contempt and reluctance to mingle with people from the South". He ascribes this outlook in part to the fact that early in his career he worked with the late Bruno Zevi, former chairman of the Banca Commerciale Italiana, who was a southerner and was generally looked on as one of the outstanding figures in Italian public life.

He rejects the view that southerners have in recent years taken over an unduly large proportion of the country's political life. He says that, in political life, the point whether a colleague is a southerner or a northerner simply does not matter. As a southerner looking at the country's economic problems, there can be no question of looking only at the north: the less developed south offers a substantial market and is a great purveyor of manpower.

However, he points out that the bureaucracy is almost entirely southern. When he was at the Treasury, he had one head of department from Piedmont and one from the Abruzzi: all the rest were southerners.

He does not, however, feel that this is particularly important. North and south brought different characteristics to the country's unity. The differences are now somewhat less than they were because of the internal migrations and social changes. But they still exist, particularly in Venice, as a result of its millennium of self-government which produces, apart from everything else, a "political masterwork": Lombardy, itself under the Visconti, tried and only narrowly failed to unite Italy, a task which fell in the last century to Piedmont.

Malagodi: "I do not share a certain contempt and reluctance to mingle with people from the South."

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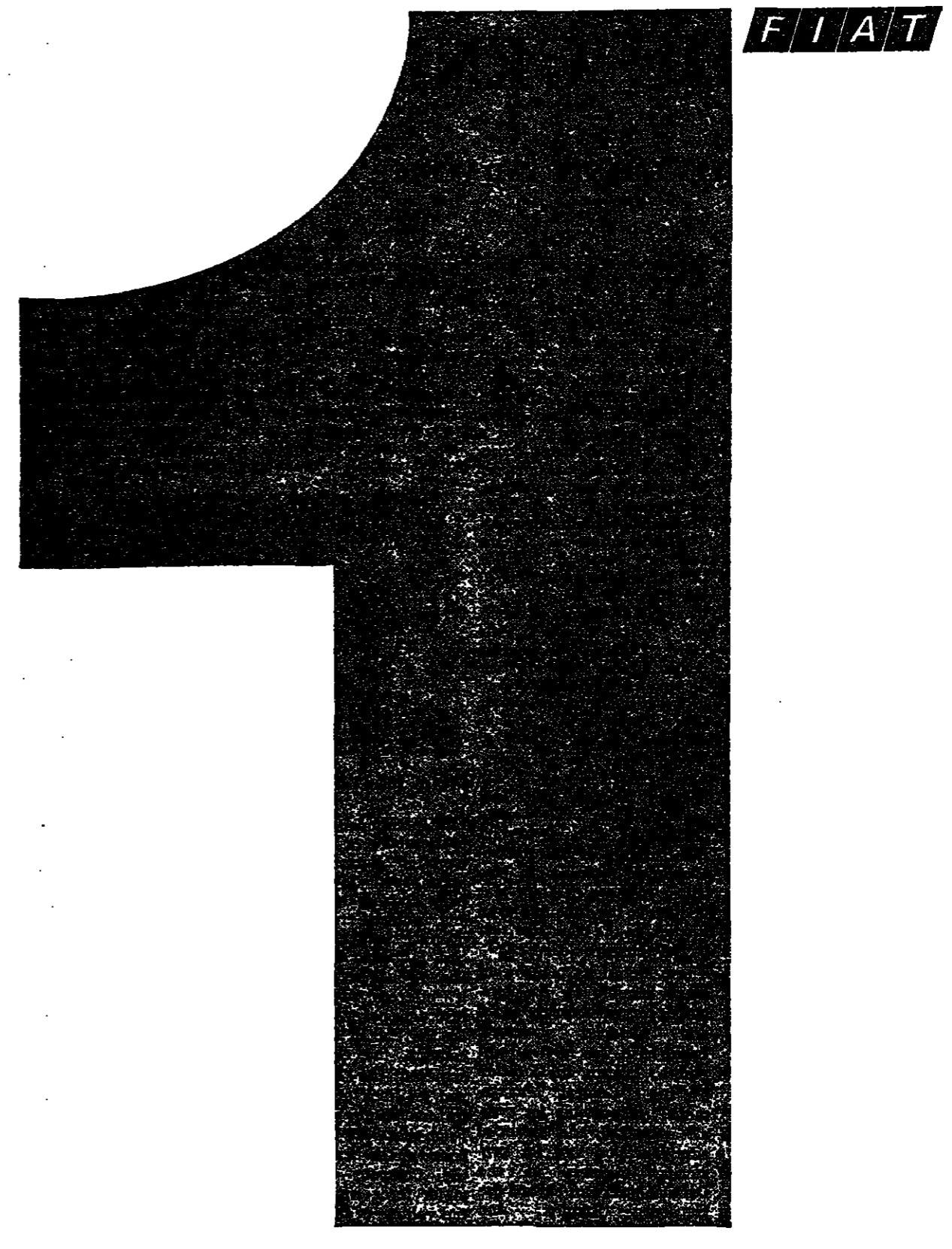
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ITALY'S WORLD AIRLINE

Montedison chief wields power from the shadow

Eugenio Cefis, chairman of the chemical and fibres giant Montedison, gets a bad press. He has been given a suspended prison sentence of three months, 20 days for polluting the sea near Corsica with "red mud" effluent from a chemical plant in Tuscany. His firm's "black funds" secret accounts running into billions of lire, used for financing political and pressure groups, have been up before Parliament's Anti-Corruption Commission.

In the scandal over reported payoffs to politicians by the oil companies, the central witness before the commission has been Vincenzo Cazzaniga, a close associate and until recently a member of the Montedison board. In recent weeks Cefis's name has appeared in the press in connexion with backstage schemes to gain control over newspapers, and with alleged machinations to the detriment of Italian democracy in alliance with Professor Amintore Fanfani, secretary of the Christian Democrat Party.

The adverse publicity is largely Cefis's own fault. He prefers to remain in the shadows. His public relations staff operate under different criteria than in the Anglo-Saxon world, and are not even free to distribute his photograph.

The casual newspaper reader might not realize that Cefis was in the dock over the "red mud" purely because of his ultimate responsibility as chairman of the group, or that the probe into the "black funds" related principally to events before his time. Even enemies admit that, whatever his faults, Cefis has shown remarkable determination and powers of leadership in rescuing Montedison from virtual bankruptcy.

Cefis has loved secrecy since the September, 1943, armistice when, as a young regular officer, he took to the Alpine foothills near Lake Maggiore and became a Roman Catholic partisan commander. His power is now such that, at least from the viewpoint of public opinion, secrecy is becoming a liability. For, if only half of what is written is true, the air of mystery merely stimulates public curiosity.

Cefis was born in 1921, the eldest of a building contractor's large family in the Friuli town of Cividale, near the present Yugoslav border. He was destined for a military career and was commissioned into the

Sardinian Grenadiers, which took only tall men—he is 6ft 2in. Cefis married young, in 1943, into a prosperous Milanese business family, and he has always paid attention to cultivating his personal business interests.

Leading a partisan band gave him experience in command over men, a quality he subsequently applied in industry. It also brought him into contact with the late Enrico Mattei, then a member of the Committee of Liberation for Northern Italy. Though Cefis's career was to resemble in many ways that of Mattei, and to be equally controversial, he differed in one important respect. He appears to lack the ideological motivation which governed Mattei's drive to provide Italy with an independent energy base.

Mattei called Cefis to assist him when he decided, instead of liquidating the prewar Agip state petroleum corporation as ordered, to exploit the natural gas deposits of the Po Valley. Cefis occupied several important posts after Agip gave birth to the ENI group. But, for reasons which have never been clarified, Cefis parted company from Mattei at the beginning of 1962, and left to devote himself to his private affairs.

He was on his plantation in Tanzania when Mattei died in an air crash in 1962. Hurrying back to Rome, he succeeded—thanks to the influence, it is related, of Professor Fanfani, a friend since a brief involvement in Christian Democrat Party politics in Milan—in gaining the deputy chairmanship of ENI, under a largely figurehead chairman, Professor Marcello Boldrini. Appointment to the chairmanship came in 1967.

His sights were soon set on Montedison, second in size only to Fiat as a private group, whose affairs were heading towards trouble, though the public did not know it—Cefis obtained Government authorization for the parastatal ENI to buy, without publicity, enough shares to emerge in 1968 as the strongest individual shareholder. In spring 1971 Cefis changed horses, moving to the chairmanship of Montedison.

Cefis applied drastic medicine, closing down or selling off unproductive companies and writing off obsolete plants. This was reflected in a loss of 195,422m lire (£130m) in 1971 and of no less than 455,541m lire (£305m) in 1972.

Production was rationalized into four main branches of chemicals,



fibres, retailing and food. Lately increasing attention has been paid to banking and financial dealings on domestic and foreign markets. Montedison is consequently now back in the black. Although various criticisms have been made of the rescue operation, Montedison's turnaround was spectacular.

Cefis thus sits in a seat of power, astride public and private enterprise. Formally he is answerable to a controlling shareholders' syndicate, half from the public sector and half from the private, but little has been heard of it recently. He pulls political strings like the head of a big public

corporation, yet is not subject to the Minister of State Industry. In private industry he is a strong enough force to take on the Agnelli brothers of Fiat, and his friendships range from right-wing industrialists like Attilio Monti or Carlo Pesenti to Guido Carli of the Bank of Italy, through a broad spectrum of politicians extending to Senator Gastone Nencioni, a Milanese leader of the neo-fascist MSI.

Cefis's motives and ambitions are frequently debated in the press. Piero Bassetti, Christian Democrat Premier of Lombardy, said recently that if Montedison was to be increasingly

involved in the political game, the Montedison services Italy, nor Lombardy "Europe". Senator Merzagora, former of the Senate who briefly a stopgap of Montedison, said in an interview with L'Espresso magazine Cefis was amassing power with Fanfani "one cannot see what to stop them".

Help with the preparation of this Report was given Berengo-Gardin, Lucas, Grazia Ne

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known branches of insurance. There were already about twenty companies in Trieste but they operated solely in the sector of sea, river and land transit insurance, while only one company dealt with fire insurance. There was a definite requirement for a more comprehensive company and this was met by businessmen and industrialists concerned with asserting Trieste's international role. The initial capital of the company was 2 million florins, a substantial sum at the time. The company was named "Assicurazioni Generali Austro-Italiane", the word "Generali" in its title reflecting the intention that its business should extend to all types of insurance, one of the company's objects embodied in its articles of association.

carried on the time-honoured mercantile tradition of that city. Only six months after its foundation, the Generali already had 21 agencies in the main cities of the Hapsburg empire, from Vienna to Prague and Budapest, and of Italy, from Genoa to Catania. The Company continued to expand without a break: by

Italy. In this new political and economic context, the Generali obviously faced many problems, leading to the establishment of new organisational and financial structures. Having successfully passed through these difficult years, the Company and the Group continued to expand and consolidate, helping to set up

Latin America, South Africa and Australia. In the space of a few years, the Company gained a firm foothold in the new markets and established many local subsidiaries, or acquired sizeable holdings in local companies, thus broadening the Group's activities to every continent.

The Group has set up a particularly comprehensive network in Latin America and only a few months ago Generali's interests in Brazil were reorganized by creating the affiliated company,

forced by the purchase of a joint holding in a further Australian company, operating in the Life sector. Further important cooperation agreements have been concluded more recently with leading international companies, the latest being with the Japanese "Mitsui Mutual Life" of Tokyo.

In 1971, in conjunction with "Aetna", the Group opened the "Generali European Marketing Office" in Brussels, an original venture in the European insurance world that foreshadows similar

head office in Venice a head office was established in Milan since the end of the second world war. The latter was created by the amalgamation of two long-established companies operating in the capital of Lombardy. These two offices direct operations in Italy, the Venice seat in particular having organisational responsibility. It is housed in the historic "Procuratie Vecchie" building, owned by the Company, that forms one side of the incomparable Piazza San Marco.



Senator Cesare Merzagora, Generali President

insurance world of the time may be of interest. The "Generali" was created by the efforts of an enterprising group of businessmen on 26 December 1831. In those years—as increasingly large insurance companies were growing up on the continent with ever greater assets—there was a need on the Trieste market, then enjoying a flourishing period, for a body with a sound financial structure capable of handling all

The objective was a far broader territory than was covered by the other Trieste companies, extending beyond the frontiers of the Austro-Hungarian empire to the states into which Italy was divided at the time and even further, to the countries east of Italy and the Near East. These ambitious plans were made feasible by the company's organisational, social and financial structure, based as it was in two focal points: Trieste, the location of the "Central Management", responsible for overall industrial and financial administration and for promoting business in the Danube basin and beyond the Hapsburg Empire; and Venice, where the "Venice Head Office" was established to organise operations in Lombardy, Venetia and the rest of Italy.

The Trieste office was in the direct mainstream of traffic to Central Europe and the Eastern Mediterranean, while Venice watched over the Italian market and

1837 it had opened an agency in Hamburg, a gateway for trade in Northern Europe. Later, about 1845, the Company started up in Prussia and Central Germany and by opening an agency in Warsaw, it gained a foothold in Russo-Polish territory where it offered fire and life insurance cover.

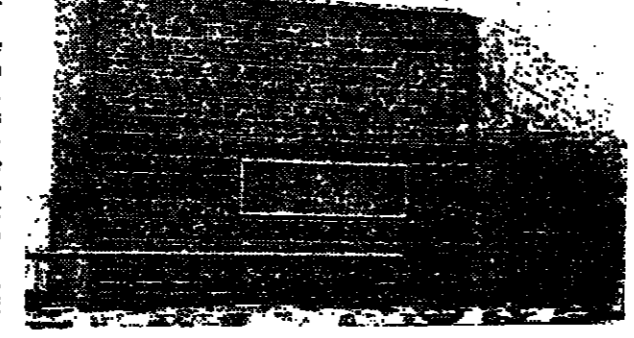
By the end of its first half century, the Company had achieved the objectives it had set itself at the time of its foundation. From the 1880's until the outbreak of the first world war, the Company—by now a major force with a substantial volume of business to its credit—continued to establish insurance companies in Italy, Hungary, France, Austria and Romania, thus laying the foundations for the future multinational insurance group.

After world war 1, the Hapsburg empire collapsed and Trieste, the Company's home city, was annexed to

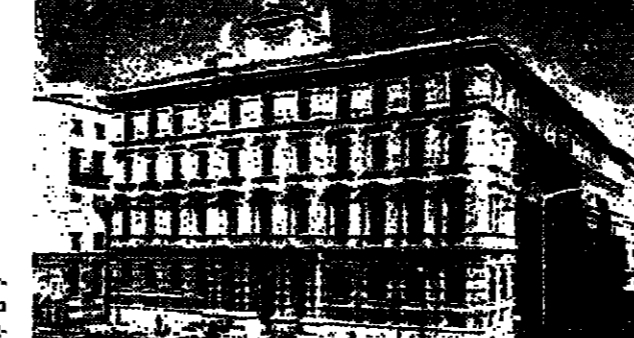
several companies and purchasing shareholdings in many others inside and outside Italy. By 1939, on the eve of the second world war, the "Generali" had a direct or indirect interest in about 60 companies, more than 40 of them in Europe.

The aftermath of the second world war caused many setbacks for the Company, as for all other European financial concerns: the Generali had to withdraw from all Eastern European countries which had formerly provided their main field of expansion, the subsidiary companies operating in those states being nationalised.

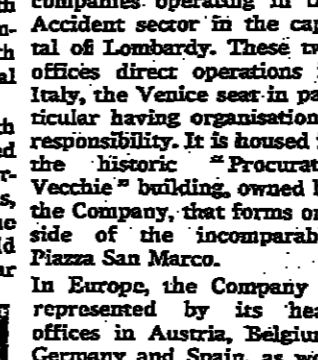
To offset these losses (the Generali Group had no less than 14 affiliated companies and large property holdings in Eastern Europe), it strengthened its position in the West and created new, promising bases in territories where its operations had previously been fairly restricted, such as the United States,



Central Head Office building, Trieste



Milan Head Office



On the left, the "procuratie vecchie", Venice Head Office of the Company

many of "Caja de Previsión y Socorro" and "Covadonga" in Spain. Central and Southern America have already been mentioned. The Group operates in South Africa through "Standard Generali" and in Australia and New Zealand through "Vanguard", and also "Aetna Life of Australia and New Zealand".

A clear picture of the Generali Group's interests is provided by its consolidated Balance Sheet. In 1972, total premiums written exceeded Lire 742 milliard (Lire 1,000 milliard if associated as well as affiliated companies are included). Balance sheet assets amount to Lire 1,387 milliard and almost Lire 1,322 milliard has been allocated towards "mathematical reserves" as a guarantee fund to the group's clients. Its fixed assets have been assessed at Lire 470 milliard, while its "securities and guaranteed loans" amount to Lire 843 milliard. Sums insured in the Life department amount to Lire 8,354 milliard. Of the Company's new ventures in the financial sector, of special note is the estab-



Editor's independent policy boosts sales but earns 'red' label

Then, in November 1973, as editor of the *Corriere della Sera*, Piero Ottone, was awarded the Palazzo Prize for Journalism—an Italian equivalent of the Pulitzer Prize—the Milanese establishment was horrified.

To the Milanese businessman, with his box at La Scala, his yacht moored at Santa Margherita or Kapallo, his money safely invested in Switzerland or in Liechtenstein, Ottone appeared as a Communist fellow traveller who, in less than two years, had turned the *Corriere*—once such comfortable, safe reading—into a Communist propaganda sheet.

Ottone smiles his gentle, ironic smile when people describe him or his paper as "red". He thinks of himself as liberal who believes in modern capitalism, free initiative, parliamentary democracy and individual freedom. But then makes him appear as a revolutionary in the eyes of the Milanese bourgeoisie?

His answer is: the attempt to make the *Corriere* a modern newspaper, objective in reporting, independent in judgment.

Piero Ottone (his family name is Mignonego, but he is known by his mother's name which he uses as a pen name) was born at Genoa on August 3, 1924. He was himself 20 years old and still an undergraduate when he entered the journalistic career as a sub-editor on the Genoa *Corriere della Liguria* which was published by the psychological warfare branch under the Allied Military Government.

Ottone still remembers with affection Captain Geoffrey Holmes, who was in charge of the news room and who taught him the iron rule of the three separate stages through which the news must go: reporting, analysis, comment. It was from him that Ottone received his first praise and encouragement.

After a short apprenticeship with Captain Holmes, Ottone joined the Turin *Gazzetta del Popolo* and in 1948—having meanwhile graduated in law—was sent to London as their correspondent. In 1950 he was transferred to Bonn but returned to London in 1953 as correspondent of the *Corriere d'Informazione* part of the *Corriere della Sera* publishing company.

Two years later the *Corriere della Sera*, after he had been on a brief and successful assignment in Algiers, posted him to Moscow, the first Italian correspondent to be admitted there. His reports from the Soviet capital gave the Italian public for the first time a fair and objective picture of Soviet society.

In 1956 he was back in London as correspondent of the *Corriere della Sera*. London is the town where he lived longest since his boyhood in Genoa, altogether about 10 years. Besides the

doctrine of the three stages, he derived from his English experience his love for weekends in the open air and for golf that, together with yachting, are his main hobbies.

In 1962 Ottone returned to Italy with his Danish wife, whom he had met in Moscow, and his two children, and settled in Milan as special correspondent of the *Corriere della Sera*. In those years he published most of his books, including *A Russia Revisited*, a penetrating analysis of the changes that had occurred in Soviet society since his first stay there 10 years before.

In December 1968, Ottone was appointed editor of the Genoa *Secolo XIX*. There he could first test his conception of a newspaper based on thorough, independent reporting rather than literary excellence. The Genoa shipowners did not like it, but the circulation rose from 95,000 to 140,000, a high figure for an Italian provincial paper.

It was mainly for this reason that in March 1972, the owners of the *Corriere*

della Sera—which was beginning to experience financial difficulties—wanted him back as editor.

In two years Ottone transformed the *Corriere della Sera* from a newspaper well written, with an excellent literary page but rather conformist and respectful of economic and political power, into a truly independent paper in which good reporting is at a premium over literary essays.

As a result its circulation increased to 800,000 copies, with peaks of 890,000. Ottone is planning to have a Rome edition published, which should bring circulation to about one million. In spite of this—or perhaps because of this—Ottone has not had an easy life as editor of the *Corriere*.

Bombs were thrown at the newspaper building a few months after he took over. A right-wing organisation that purports to speak on behalf of the so-called silent majority once covered Milan with posters inciting the readers of the *Corriere* to boycott their paper. Ottone

also had to face internal opposition led by one of the most brilliant Italian columnists—a master of the Italian traditional style of journalism—Indro Montanelli.

For years a kingmaker at the *Corriere*, Indro Montanelli was incensed at not being consulted when Ottone was appointed. Some months ago he resigned and is now preparing to launch a new daily newspaper that will be called *Il Giornale* and is expected to appear in Milan in the autumn under his editorship. He has already persuaded a number of journalists of the *Corriere* to follow him in this new venture.

Il Giornale has huge financial means at its disposal: where they come from is not clear. Indro Montanelli says the newspaper will be owned by a cooperative of journalists like *Le Monde*, but this is inconsistent with the high salaries that are being paid to those who over from the *Corriere*.

The founding of the new paper is seen here as part of

a drive by powerful economic interests in Milan, allied with the Christian Democratic leadership in Rome, to gain control of the Italian press. The ultimate aim may be to weaken the *Corriere* and induce the present owners to sell.

"The *Corriere*", Ottone says, "is like a free city placed in the middle of a hostile dukedom." He does not mention the name of the duke but everybody knows it is Eugenio Cefis, the powerful head of Montedison.

To stop the expansion of the Cefis empire, the Fiat president, Gianni Agnelli, backed by a Milanese oil man, Angelo Moratti, a year ago bought a controlling interest in the *Corriere* but the recent agreement reached between Agnelli and Cefis about the leadership of the Confindustria—the Italian industrialists' federation—indicates that a truce has been signed between the two. It is a dark omen for the survival of the free city of the *Corriere*.

Giorgio Borsa

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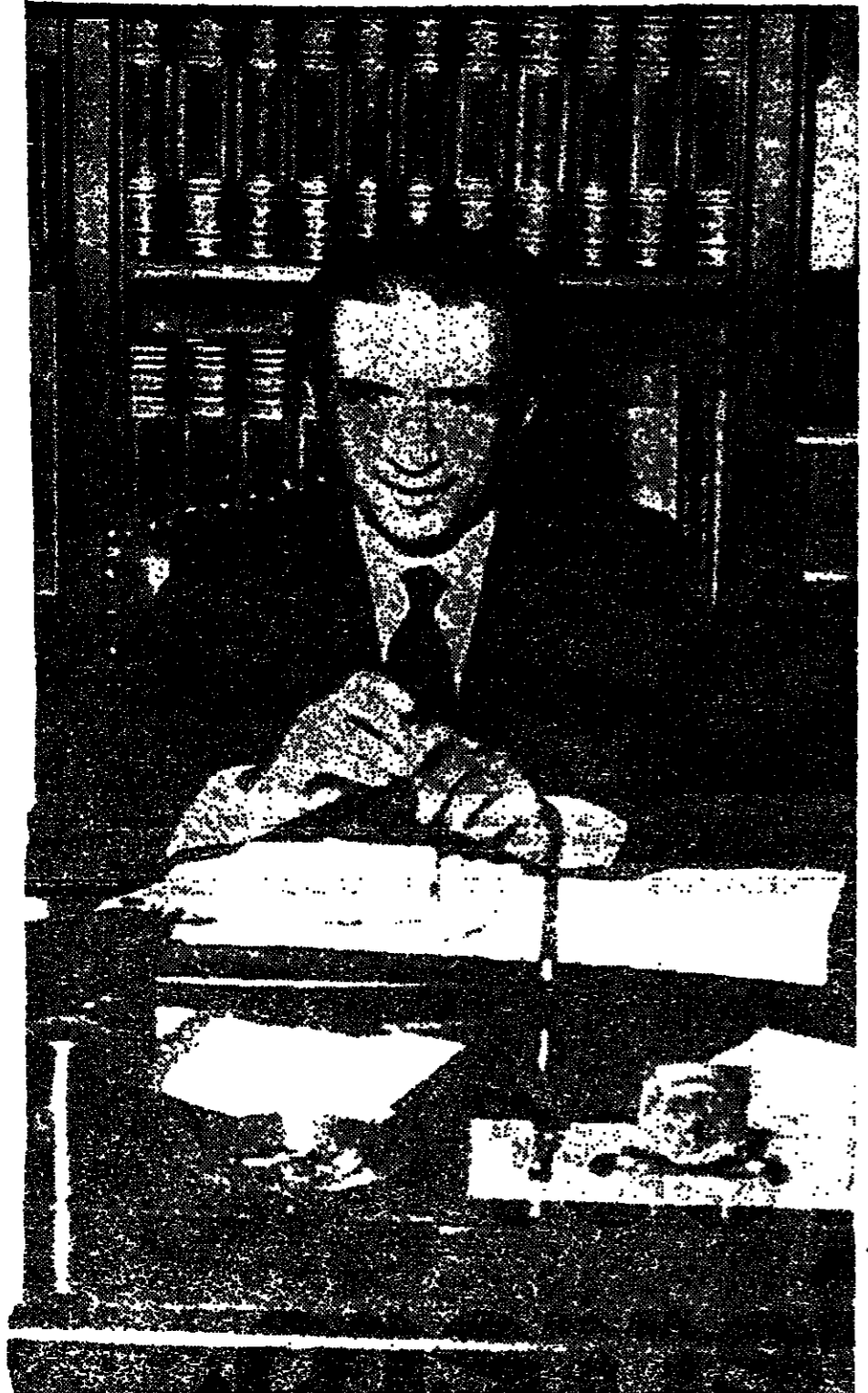
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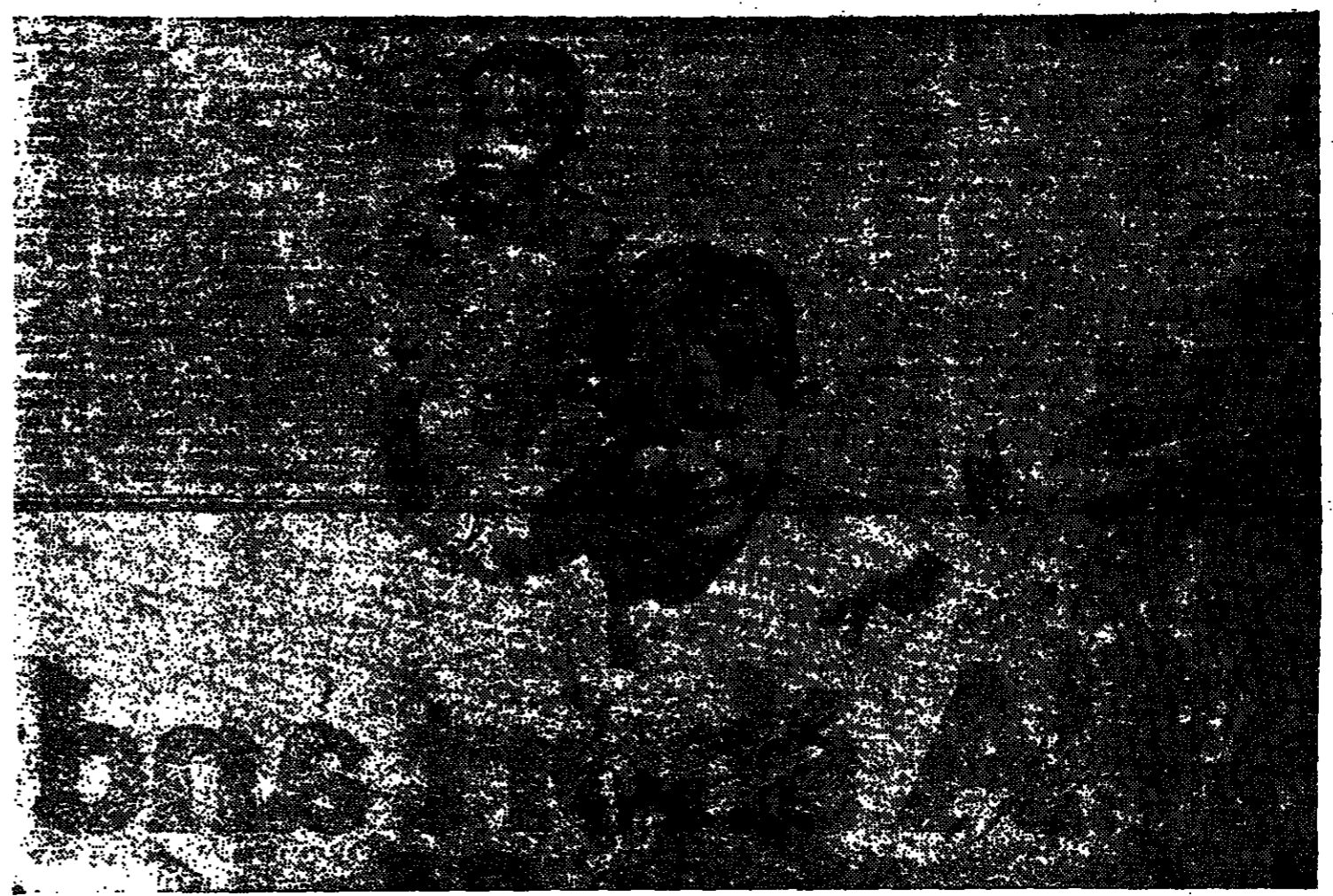
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Motorways excel, rail suffices, but urban transport lags

by Andrew Hale

Northern Italy is criss-crossed by one of the finest networks of motorways in Europe. The completion in the next few weeks of the last two miles of the motorway leading to the Brenner pass means that it will soon be possible to drive without leaving a motorway from Hamburg to Reggio di Calabria in the extreme south of the Italian peninsula. The opening of the Brenner motorway will greatly facilitate the flow of goods between Italy, Austria and Germany; it is also bound to give a boost to the Italian tourist industry. Every international road from France is also far easier than it was a few years ago. The Mont Blanc and St Bernard passes rarely offer the motorist difficulties at any time of the year, while the Ventimiglia-Genoa autoroad, which now extends as far south as Leghorn, gives vehicles easy access from the French Riviera. Transit from Switzerland has also been im-

proved with the recent opening of new customs posts.

The main motorway in Northern Italy remains the Autostrada del Sole, which runs from Milan across the Po valley to Bologna before turning across the Apennines to reach Florence. The other principal motorways are those which link Turin, Milan and Genoa, and the Serenissima, which goes eastwards from Milan to Venice. In the past five years other motorways have been added to this list and there is no town of importance which is not served by one or more.

In Northern Italy all motorways—those managed by the state corporation IRI and by private consorzi—are operated under a toll system with either a flat rate or a differential system of payment depending on the engine size of the car. Northern Italy has almost reached saturation point for motorways, and for the first time there has been resistance to new projects. In particular, the ban on Sunday driving under these defini-

tion in the Veneto region.

Not surprisingly, road transport accounts for three quarters of the goods carried in Italy, and the railways carry virtually the rest. This is principally because of the pressures exerted by the motor industry to expand sales and construct motorways, and partly because of the lack of a similar policy to promote rail transport. Although efforts to modernize the railway system have been made—especially in the renewal of rolling stock—there has been a serious lack of development, and the recent oil crisis and the ban on Sunday driving under these defini-

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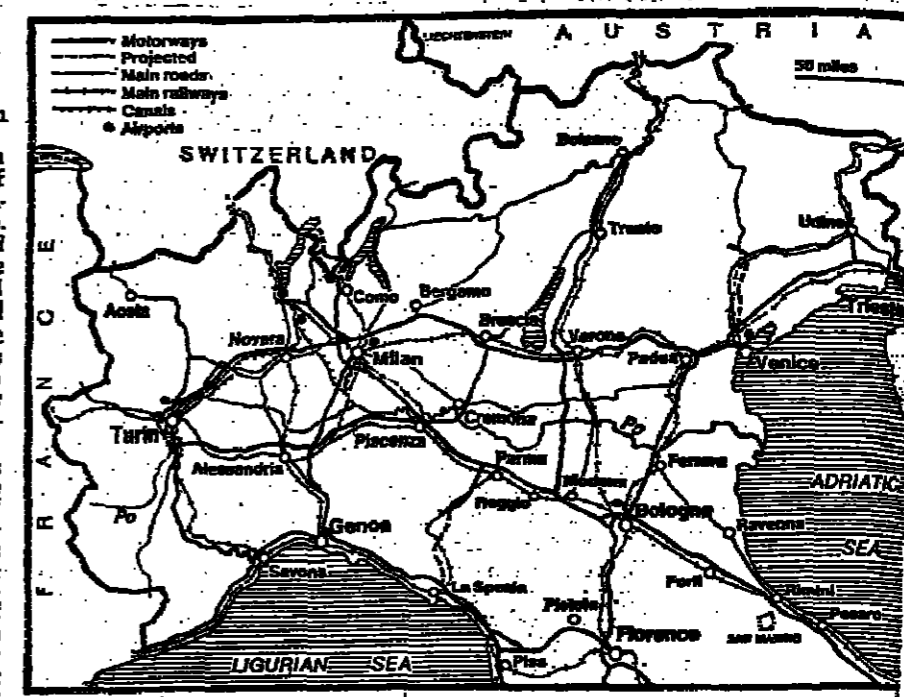
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The village of Peio, in the Trentino region of Northern Italy dominated grandeur of the Alps, includes some hotels, but tourism has so far been of little fit to the mountain society or its economy as a whole.

Counteracting mass migration from the mountains

by Patricia Clough

Signor Rossi and his wife have given in. For years they have struggled to run their farm high in an alpine valley while they steadily became poorer, while their children and neighbours left to seek a better life in the cities, and the world seemed to have forgotten them.

Now, old and unable to cope any longer, they have had to admit defeat, sell their remaining animals, pack up their few belongings and go to live with their son and his family in a soulless, restless suburb of Milan, far from their beloved mountains.

Soon the fields their family has worked for generations will become overgrown, their house will fall into ruin, and slowly the forest will cover the land, as it did before men came to cultivate it hundreds of years ago.

Every year many thousands of people, some young and hopeful, others old and bitter, abandon their homes in the Italian Alps and move into the valleys. In the past 10 years the population of mountainous areas in Italy has decreased by nearly 9 per cent, but in some individual areas the drop has been 30, 40 and even 50 per cent.

These are hard times for farmers everywhere in Italy, with agriculture in its present crisis, but in the

mountains farmers have to work much harder than others to produce the same small income.

This is due partly to obvious geographical drawbacks, partly to the break-up of the old patriarchal families, who constituted a large workforce on a relatively large expanse of land. Now, divided and subdivided among children and children's children, the plots have become so small as to be quite uneconomical. More than half the mountain farms are less than five acres.

Often a farmer finds himself with several tiny pieces of land dotted over a considerable area—so much so that in one part of the Alps a survey found that an average farmer spends a third of his entire working hours in transit from one part of his property to another.

As the lowland communities flourished and their own poverty increased, the mountain people began to feel themselves the outcasts of modern society. The comforts, easy life and relative wealth of the cities became increasingly tempting.

Industry has provided little relief. Lack of space and skilled labour, transport problems, and distance from the markets have discouraged investors, and the existing textile mills in the Piedmont valleys, old-fashioned and uncompetitive, are in difficulties.

It would seem then that tourism would be a heaven-sent solution to the mountain's problems. But that has not been so. Development has been concentrated in certain centres—Cervinia and Cortina d'Ampezzo are examples—while others have remained untouched.

The money to build hotels, ski lifts and so on has come from the lowlands—wealthy financiers or companies in the cities—and the profits go back to these outsiders. While a number of mountain folk have found employment, sometimes seasonal, as waiters, chambermaids or ski instructors, and many rent flats or houses to visitors, tourism has so far been of little benefit to the mountain society or its economy as a whole.

Wholesale building speculation has often eaten up precious farming land and ruined the scenery, while deforestation to create ski runs or cableways has upset the natural drainage system, bringing the danger of floods, landslides and avalanches.

New roads, theoretically a boon to the mountain dwellers as well as tourists, have done as much harm as good, however well planned. A new road frequently alters the natural flow of rainwater, which leads to landslides, which in turn can block mountain streams, causing flooding and more landslides. Traffic frightens away wild animals and

upsets their natural movement from one pasture or burning ground to another. It brings tourists, litter and cigarette ends into the heart of unspoilt forest, and hunters and poachers closer to their ever rarer prey.

Ecologists are divided about the probable effects of depopulation on the balance of nature in the mountains. One school holds that it will probably do little harm, the present ecological imbalances there, such as the big increase in numbers among vipers and mice, is due not to the disappearance of humans but to the fact that their other natural enemies—birds of prey, foxes and wildcats—have been thoughtlessly killed off. Others believe that the presence of man is essential to maintain a balance that he himself has created over the centuries, particularly in soil conservation.

Perhaps the most tragic aspect of the impoverishment of the mountain districts is the gradual disappearance of the ethnic minorities: the French-speaking communities in Piedmont, the German-speaking Cimbri, the Ladin and the Slovenes in the Veneto and Friuli-Venezia Giulia, with their languages, customs, culture and traditions that go back thousands of years. These communities are fighting a desperate battle to preserve their identity and dignity against the steam-

roller effect of the modern, materialistic mass culture, intolerant of ways that are old-fashioned or different.

Clearly the main problem is to infuse new life into mountain society and encourage mountain folk to stay or to come back. There is no doubt that many who have left would return immediately if they could be assured of a decent standard of living.

A valuable step in this direction has been the creation during the past three years of mountain communities, groupings of neighbouring towns and villages whose task it is to plan development in their area so as to provide work, social services and cultural advantages which are lacking. These communities will have the advantage of more political weight and bargaining power than individual villages, which frequently found themselves ignored.

A major problem is to enable mountain farmers to make a reasonable living from the land, by subsidies, by assuring them fair prices for their produce, by helping them to mechanize as far as is possible in the mountains, and by providing basic necessities such as electricity, medical services, schools, training and so on. One big difficulty is to encourage farming on a bigger scale, or at least to introduce cooperative methods, among the in-

dividually

mountain.

The communes hope to encourage small industries, free from pollution, that fit in with the local landscape and economy, and the less destructive forms of tourism such as mountain climbing, hiking, long-distance skiing, nature studies and so on.

We must overcome the harmful tendency to regard as a tourist attraction only what can be reached by motor vehicles", one expert said recently. A main concern of nature and conservation societies, like the Italian Alpine Club and the World Wildlife Fund, is to have large sections of the mountains declared national or regional parks and given full protection, while other parts can be left free for development. The problems of the Italian side of the Alps are shared in varying degrees by all the other alpine countries, Switzerland, Austria, West Germany, France and Yugoslavia. Any questions such as ecological problems and possible joint natural parks, can only be solved together.

The first international conference of these alpine countries, to be held in Trento from August 31 to September 6, is expected to produce a valuable exchange of ideas and to stimulate the authorities of each country to take action before it is too late.

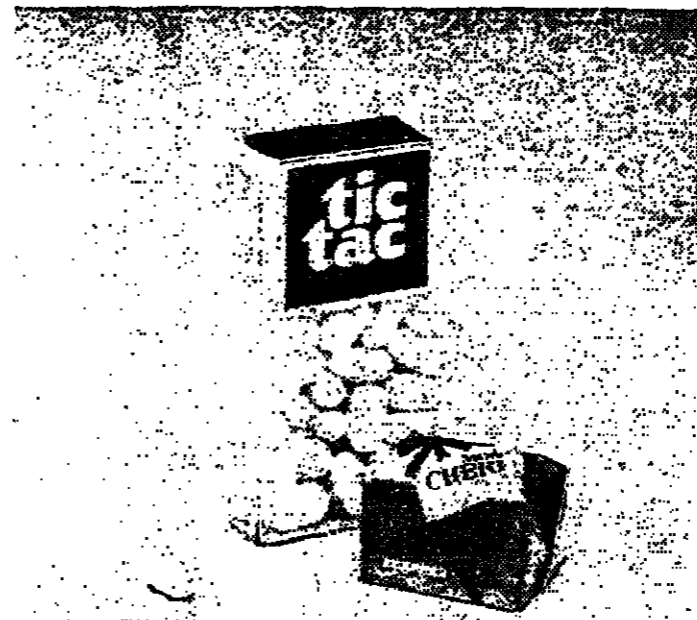
A short and sweet history of Italy's Ferrero.

They were founded in Alba in 1946, and since then they've built up a complete range of confectionery and grocery products, giving them a turnover of more than £100 million.

Ferrero now have their head offices in Turin, and factories in Italy, Germany and France. They employ 8,500 people.

Today, Ferrero have already introduced the British market to Tic-Tac mints and Mon Cheri liqueur chocolates.

What short sweet stories lie ahead?



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COURT CIRCULAR

RUCKINGHAM PALACE May 13: The Queen was present this evening at a Reception given by the Royal Humane Society at Haberdashers' Hall to mark the Society's 200th Anniversary.

YORK HOUSE ST JAMES'S PALACE May 13: The Duchess of Kent, as Patron, this afternoon visited the offices of the British Leprosy Association, Alfred Place, W.C.1.

Major B. J. Herman, Royal Marines, has been appointed private secretary to Princess Anne. He has been equerry-in-waiting to the Duke of Edinburgh since June, 1971.

Birthdays today Mr. Eric W. Chadwick, 66; Mr. G. R. Cherywood, 58; Sir Gordon Edwards, 63; Canon S. L. Greenslade, 69; Right Rev. R. H. Moberly, 90.

Today's engagements The Duke of Edinburgh as patron, attends cocktail party given by Transport Trust, Guildhall, E.C.4, as a member and chairman of the Writers' Guild of Great Britain, Royal Lancaster Hotel, 7.30.

Forces appointments The Army Major-General A. J. Wickham, Vice-Chief of Staff, was appointed as Colonel-Commandant of the 2nd Armoured Division.

25 years ago From The Times of Friday, May 13, 1949: The Duke of Edinburgh, after a day of celebrations, are tonight reflecting in the same quiet mood which they have maintained throughout the long crisis.

Cautious Berlin From Our Own Correspondent Berlin, May 12.—Berlinese, after a day of celebrations, are tonight reflecting in the same quiet mood which they have maintained throughout the long crisis.

Mariage Mr. T. M. Rakeles and Mrs. Campbell-Preston. The marriage took place yesterday at St James's, Piccadilly, of Mr. Timothy Rakeles, son of Mr. and Mrs. George Rakeles, of The Ridgeman, Coleman's Hatch, Sussex, and Miss Helen Campbell-Preston, daughter of the late Lieutenant-Colonel Patrick Campbell-Preston and Mrs. Campbell-Preston, of Inveraray, Taynuilt, Argyll.

How to increase share value twenty-fold —and help needy old people If the F.T. index does little to gladden your heart you can use even depressed shares to gladden the life of an elderly person in tragic need.

Forthcoming marriages

Mr C. N. D. Mainland and Miss S. M. F. Hill The engagement is announced between Charles, youngest son of Mr. Mainland, 7, Westfield, Chesham, Bucks, and Miss Hill, eldest daughter of the late Mr. Francis Hill, and of Mrs Hill, of The Manor House, Titching, near Wotton-under-Edge, Gloucestershire.

Mr M. G. Bell and Miss P. J. Boehm The marriage will take place on Saturday, June 1, in Sussex, between Michael, son of the Rev. C. and Mrs Bell, of the Manor, East Ham, Heathfield, Sussex, and Miss Boehm, daughter of Mr and Mrs Robert Boehm, of 12, Boulevard Norvic, Neilly, 92, France.

Mr C. J. Brogman and Miss M. J. Carter The engagement is announced between Christopher John, elder son of Lieutenant-Commander F. Brogman, of 26 Eldon Road, Kensington, and Miss Carter, elder daughter of Mr and Mrs John Carter, of 19 Park Square East, Regent's Park.

Mr W. C. F. Eaton and Eranida A. Schoenmann The engagement is announced between William, only son of Mr W. C. F. Eaton, of Jersey, Channel Isles, and Anita, daughter of Herr and Frau K. S. Schoenmann, of Bern, Switzerland.

Mr J. W. Garrick and Miss I. M. Young The engagement is announced between John, son of Mr J. W. Garrick, of Clifton, Bristol, and Miss Young, second daughter of Mr and Mrs I. M. Young, of 3799 Washington Street, San Francisco, California, United States.

Mr S. J. E. Hanley and Miss E. L. Hunter The engagement is announced between Steven James, elder son of Mr S. J. E. Hanley, formerly of Queen Anne's House, Taplow, Buckinghamshire, and now of 463 Denslow Avenue, Laguna Hills, California, United States, and Elizabeth Louise, second daughter of Mr and Mrs E. L. Hunter, of 3799 Washington Street, San Francisco, California, United States.

Mr R. C. Hawkesley and Miss A. V. S. Durand The engagement is announced between Richard George, elder son of Mr R. C. Hawkesley and Mrs E. J. Hawkesley, of Devonshire Close, Amersham, Buckinghamshire, and Miss Durand, daughter of Mr Victor Durand, QC, and Mrs Durand, of The Temple, London, E.C.4.

Mr R. C. Mitchell and Miss E. M. Howard The engagement is announced between Ronald Charles, son of Mr and Mrs Mitchell, of Pavenham, Bedford, and Elizabeth Mary, daughter of Mr John and Mrs Ernest Adams, of Plymouth, Devon.

Mr E. S. Moffett and Miss M. J. Jones Cyhoeddur dywedid Simon, mab Mr & Mrs Robert Moffett, Emsworth, Swydd Hampshire, a cyhoeddur dywedid Sioned, ddigrdar Dr Iswyn Jones a Mrs E. Jones, Nelson, Morgannwg.

Mr E. S. Royden and Miss S. Adams The engagement is announced between Ernest Jerome Royden, of Montreal, only son of Mr Thomas Royden and the late Mrs Catherine Mary Royden, of Florida, and Suzanne Vivienne, only daughter of Mr and Mrs Ernest Adams, of Plymouth, Devon.

Luncheon

HM Government The Secretary of State for Foreign and Commonwealth Affairs, Mr James Callaghan, presided at a luncheon at Admiralty House in honour of the President of the European Communities. Among those present were: Mr M. P. C. ...

Receptions Mrs Wilson The Prime Minister and Mrs Wilson gave a reception at 10 Downing Street yesterday in honour of delegates from overseas to the Commonwealth Parliamentary Association.

Royal Humane Society The Queen attended a reception at Haberdashers' Hall yesterday, to mark the Society's 200th anniversary. Among the guests were: The Lord Mayor and Lady Maudslayi, the Duke of Devonshire, the Duke of Wellington, ...

Dinners Army Board The Army Board gave a dinner at Lancaster House last night in honour of the Chief of Staff, United States Army. Others present included: The Hon. Sir John ...

Air Force Board Mr Brynmor John, Under-Secretary of State for Defence for the Air, presided at a dinner given by the Air Force Board at the Royal Hospital, Chelsea. Among those present were: The Lord ...

HM Government Mr Peter Shore, Secretary of State, Department of Trade, was host to a dinner at the Royal Hotel last night in honour of the Egyptian Minister of Foreign Trade.

Anglo-American Sporting Club Sir Alec Douglas-Home, MP, was one of the speakers at a boxing card evening of the Anglo-American Sporting Club, at the Hilton Hotel last night. Sir Donald Bredon was guest of honour and the Earl of Westmorland, president of the club, was in the chair.

Farmers' Company The annual lunch of the Farmers' Company was held yesterday at Clodworkers' Hall. The Master, the Earl of Londsdale, was in the chair and the other speakers were: Mr William Whitelaw, MP, and Sir Percy Rugg. Among those present were: Mr ...

Furniture Makers' Company The Lord Mayor was one of the speakers at the annual installation dinner of the Furniture Makers' Company held at the Mansion House last night. The Master, Mr Frank Austin, presided and the other speakers were: Mr ...

University news Oxford Elections: CHRIST CHURCH: ...

Latest Wills Residue left to three charities Mrs Rosie Downing, of Baywater, left £138,571 net (duty paid, £200,958). After personal legacies about the same amount went to the National Institute for the Blind, the National Spastics Society, and the Distressed Gentlefolk's Association.

Newcastle upon Tyne Appointments: ...

Meeting Association of International Accountants Mr Ben Ford, MP, was the guest of honour at a meeting of the Commercial and Industrial Members' Committee of the Association of International Accountants held at St. Ermin's Hotel, Cannon Street, Westminster on May 9.

Goldsmiths' Company Sir William Mullens has been elected Prime Warden of the Goldsmiths' Company, and will hold office for one year from tomorrow.



A recent photograph of Princess Anne and Doublin, the horse which was destroyed yesterday after breaking a leg while cantering at Windsor.

Russian icons, art works fetch very high prices

By Geraldine Norman Sale Room Correspondent Russian icons and works of art fetched exceptionally high prices at Sotheby's yesterday.

The "Mother of God: The joy of all that grieve", made £1,200. A Russian icon of the Annunciation, North Russian, nineteenth century, in sixteenth-century style, made £2,000 (Kour). The sale of Russian works of art totalled £118,860.

The sale of atlases and illustrated books at Sotheby's also brought very high prices. Pretty plans seem to be so popular that anyone with indifferent copies of older illustrated works would be wise to sell now.

There were a couple of Gould bird books. The five volumes of Hummingbirds reached £12,000, a top price at auction and particularly remarkable in that the supplement was missing. The Birds of Great Britain, which has been seen too often at auction recently, made £9,000, a little less than it made last week.

At Christie's yesterday, a sale of English porcelain made £18,219. There was a large Spode ironstone dinner service with transfer printed and gilded oriental-style decoration at £2,205. A pair of Minton baluster pot-pourri vases, 18 inches, elaborately decorated with blue, red and gold, made £682.50 (Nyman).

The persecution of Christians in Eastern Europe should be debated more by the British Council of Churches than by the House of Commons, says the Ven. Bernard Pawley.

He writes in Temple, published by the Williams Temple Association: "In the debates of the British Council of Churches about the restriction of liberties to the full-time missionaries in Eastern Europe."

He says that east of the Iron Curtain the persecution of Christians is a constant and serious reality. It is the persecution of Christians of Eastern Europe."

Pope Paul VI has accepted the resignation of the Most Rev. J. D. Callaghan, archbishop of Glasgow since 1961, and has been in poor health for some time. Mr Wilmshurst, who is 48, is the youngest member of the Scottish hierarchy.

The life peerage conferred on Mr G. Y. Mackie has been passed by the name, style and title of Baron Mackie of Benshie, of Kirtlemuir in the county of Angus.

Salvation Army picks new leader

By Martin Huckerby The new General-elect of the Salvation Army is a Canadian, Commissioner Clarence Wiseman.

The convic of commissioners from around the world gathered at the Victoria Court in Surrey, took two ballots to decide between the four officers nominated: two Canadians, one American and one Scot.

General-elect Wiseman, aged 66, is only the second foreigner to become head of the Salvation Army, which has 2,500,000 members. He will take over in July from the first non-British holder of the post, General Erik Wickberg, of Sweden.

After the voting, which was carried out in the sort of secrecy that might be expected at the Vatican but without the puffs of white smoke, the general-elect emerged to the applause of Salvation Army members.

He said: "I have, in the quietness of that room, pledged myself to serve God and the Army which He has entrusted to my possession." And he called out, in a stentorian voice, "May God bless the Salvation Army."

He believed that the Army had to be very responsive to changes in the world but he made clear that he is not revolutionary and wants to uphold traditions. He pointed out that there was a tremendous demand for the Army to deal with social and missionary problems.

The new leader is the son of Army officers. He joined the organization in 1927 at Guelph, Ontario, Canada, played chess for a year in a Salvation Army band. In 1939 he became a chaplain with the Canadian Army and was stationed in Europe during the Second World War.

By 1960 he had become territorial commander of the Army in East Africa. Two years later he returned to Britain as principal of the Army's training college at Denmark Hill, London, and then in 1967 he went back to take command of the Army in Canada.

While the new general may not be a revolutionary, he said he hoped in his work to help inspire young people. "Our Salvationist young people are more aware today than in the past," he said, adding, "I realize that society is bankrupt."

Clarke never wrote an "Eighth Assignment" and it is perhaps the best evidence of his modest, loyal and proud character that, in the days when members of private secretaries of the dozen were publishing their memoirs, both with and without regard to the Official Secrets Act, nothing about "A" Force ever appeared from him or with his approval.

He would have wished anything to be written now, although official sanction to Sir John Masterman's The Double Cross System must make it legitimate to say that the Thirty Committee in Cairo at least matched the success of the Twenty Committee in London.

The new Roman Catholic Archbishop of Glasgow is to be Thomas Wilmshurst, auxiliary bishop of the archdiocese since 1971. The announcement was made yesterday by the Apostolic Delegate to Great Britain, Archbishop Bruno Heim, at a meeting of clergy at Nova Scotia College of Education, Glasgow.

The Rev. Monsignor Charles Findall, sometime headmaster of St Bedes Grammar School, Bedford, and spiritual director of Ushaw College, died on Saturday at the age of 92.

Lady Caldecott, widow of Sir Andrew Caldecott, GCMG, died on Sunday at the age of 96. She was Evelyn May, daughter of Canon Sir Andrew Caldecott in 1946. He died in 1951.

OBITUARY MISS ELEANOR TENN. Coach of lawn tennis champion

Miss Eleanor "Teach" Tennant, who coached both lawn tennis stars and film stars at the Beverly Hills Hotel, died in La Jolla, California, on Saturday at the age of 79.

In her day she had coached several Wimbledon champions, among them Maureen Connolly, Alice Marble and Bobby Riggs. She had also taught the rudiments of tennis to such film stars as Groucho Marx, Bing Crosby, Charlie Chaplin, Joan Crawford and Marlene Dietrich.

Miss Tennant was born in San Francisco, but went to live at the Beverly Hills Hotel after winning the Los Angeles championship. She made tennis coaching and was nicknamed "Teach" Lombard, one of the nicknames she had.

It is a measure of his force of personality, that even set against the talents of the Welsh Wizard, there remains to this day a clear picture of a man who had a gift which held his audience spellbound. The planned family of Boys' Brigade grew and effectiveness in his selfless dedication as any other reason for the noble reading was Bury Progress, much of which he knew by heart.

Throughout his life, he retained, without the vices, all the virtues of a traditional, cultured, an integrity set in a firm character was so free of hypocrisy that an approach was made by those he served to act as his adjutant members of the B from all over the playing field was willingly obeyed except in matters of principle. The planned family of Boys' Brigade grew and effectiveness in his selfless dedication as any other reason for the noble reading was Bury Progress, much of which he knew by heart.

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THE TIMES

BUSINESS NEWS



BI planning a committee to advise president on policy matters

Alcolm Brown, a senior official of the Conservative Party, has been understood to have agreed to the establishment of a special high-level committee to advise the CBI president on policy matters. Membership for such a committee, as revealed in *The Times* on 11 May, would be non-executive and its establishment is favoured by the confederated general council, the committee would be non-executive and its establishment is favoured by the confederated general council, the committee would be non-executive and its establishment is favoured by the confederated general council...

Farmers and butchers want subsidy for beef

Farmers, wholesalers and butchers joined yesterday in calling for a subsidy to hold up the price paid to farmers for beef cattle. They estimated that this would cost £10m a year at present market prices, but could rise to an annual rate of £50m later in the year. Sir Henry Plim, president of the National Farmers' Union, said farmers could not endure a slide in livestock prices. They needed a guaranteed £19.25 a live hundredweight instead of the present level of less than £19. This could fall well below £18 in the autumn. Mr Colin Cullimore, managing director of the Dewhurst chain of butchers, said most producers and distributors had to work together to persuade consumers that if beef prices were allowed to fall because of heavy slaughtering now, there would be a shortage and a steep rise in prices next year.

New York bank chiefs replaced in shake-up after fears of \$25m loss

From Frank Vogl, Washington, May 13. Sweeping management changes were made today at the Franklin National Bank, which is the 20th largest in the United States, as rumours multiplied about serious financial problems at the bank. The company had earlier requested the Securities and Exchange Commission to halt trading in its shares. The corporation announced that it faced possible losses in its foreign exchange business of up to \$25m (£10.1m) for the period since March 31 last year. But it was broader financial problems that have evidently led to the replacement of Mr Paul Luffig, president of both the parent company and the bank. Mr Harold Gleason, chairman of the parent company, said the bank said he would take on the presidency of both companies on a temporary basis. He also announced that Mr Peter Shadick had resigned as both executive vice-president and director of the organization. According to one report, Mr Shadick said he was resigning because the foreign exchange losses occurred in his department and he accepted responsibility, even though the losses had been handled from him by a subordinate.

US Treasury official dampens European hopes on gold issue

Hot Springs, Virginia, May 13.—Mr Jack Bennett, Under Secretary of the Treasury, said the Committee of 20 finance ministers' meeting in Washington next month would not be the place to resolve the gold price issue. Mr Bennett, recently nominated to take over as Treasury Under Secretary for Monetary Affairs when Mr Paul Volcker vacated the post next month, declared: "You cannot discuss such a major policy issue in such a big crowd." Mr Bennett said the United States remained opposed to any change in the gold price or gold policy moves which might place gold near the centre of a reformed international monetary system when the majority of members of the Committee of 20 had agreed that its role should be diminished. This remained the case after the talks last week between Mr Volcker and Mr Willem Duisenberg, the Dutch Finance Minister. Mr Duisenberg, representing the EEC finance ministers, gave the United States Treasury official details of the ministers' agreement reached at Zeist, in Holland, last month. That agreement reportedly covered an understanding that central banks should be allowed to buy gold as well as sell it on the free market. It also resulted in an agreement that central banks should be able to settle debts among themselves at a market-related price. Washington, May 13.—The Treasury today issued a vaguely worded statement on what was called an "exploratory discussion" between Mr Duisenberg and Mr William Simon, the Treasury Secretary on the future role of gold in international monetary arrangements. Basle, May 13.—Central bankers today discussed the recent poor performance of the dollar against European currencies—principally the mark and the Swiss franc—but apparently took no action to stem the dollar's fall, informed sources said. No communiqué is expected.—Reuter.

Retail sales remain depressed in April

Tim Congdon, retail spending was depressed in April, according to provisional figures released yesterday by the Department of Industry. The effect, which is on the margin, is itself considered low and indicative of weak domestic demand. Some reduction in spending is expected because the day-week ended early in April and the continuing effect into April is longer than it has been expected. The Department of Industry has issued a preliminary report on the March figures, which it suggests would be to see a reduction in spending April, as consumers compensate for the previous above-average spending. The March figures were no better than the February figures and there was very little change before the budget VAT would be increased a wide range of commodities.

RETAIL SALES AND HP

The following are the seasonally adjusted figures for the volume of retail sales and the value of instalment credit released by the Department of Industry. The table shows the provisional estimate for retail sales in April, published yesterday:

	1972	1973
Q1	105.8	2,467
Q2	102.1	575
Q3	104.8	812
Q4	107.2	840
1973 Q1	107.7	870
Q2	110.7	2,673
Q3	111.8	789
Q4	108.0	688
Q1	110.5	721
Q2	112.3	715
Q3	110.4	581
Q4	109.5	388
1974 Q1	110.3	489
March	110.4	185
April*	108.5	

*Provisional.

Akroyd boost profits to £2.36m

By Our Financial Staff. Akroyd & Smithers, the second largest jobbing firm on the stock exchange, has turned in handsomely higher first half profits despite the sharp collapse in the fortunes of the stock market. In the 25 weeks up to March 22, profits reached £2.36m, compared to £906,000 in the same period of the previous year and £2.29m in the whole of the 1972-73 financial year. Turnover, which is measured as the total value of sold bargains, rose by 10 per cent from the first half of last year to £3,769m. The figures stand in sharp contrast to those announced earlier this month by the City's biggest jobber, Wedd Durlacher Mordant. After an exceptional loss of £1.5m, Wedd turned in a 12-month loss to mid-January of £398,000. Both firms, however, experienced relatively brisk business in the winter months. The importance of this for overall demand management is that domestic demand may be rather less in 1974 than had been thought likely. In the immediate future this will be considered welcome as there is substantial stockbuilding to be completed in order to make good the effects of the three-day week on production. But in the autumn and early winter weak demand might cause an increase in unemployment.

GKN chief cautious on second half profits

By Our Financial Staff. Guest, Keen & Nettelfolds came through the first quarter of the current year with United Kingdom profits only marginally lower and overall group profits running ahead of the same period of 1973. The group intends to apply for a listing on the stock exchanges of Amsterdam, Antwerp, Brussels, Dusseldorf and Frankfurt. Sir Raymond Brooks, writing his last annual report as chairman of the group, predicts that results for the full year will be significantly better than some in present circumstances would care to predict, though he does not offer the expectation of the group equalling the 1973 performance. Speaking on this yesterday, Sir Raymond said that although the group was doing well at the moment, and he hoped for progressive recovery in the United Kingdom as the year unfolded, there was still considerable concern about the domestic economy in the second half of the year. It might be that the last quarter of 1974 would see the economy sliding into recession, he said. In his usual forthright way, Sir Raymond's annual statement sets out to pinpoint the basis of the nation's problems. So long, it states, as the majority of responsible people in the trade union movement continue passively disinterested in elections and decision-making, there can be no democratic solution to Britain's fundamental economic and social problems. He says all political parties, and both employers and unions, are culpable of neglect in their failure to repel the menace to our society arising from the manoeuvres of extremists infiltrating into trade unions, schools, universities and communications media. Yet the average man continues apparently disinterested in the threat to his freedom and, of greater importance, equally disinterested in the need to defend the inalienable rights of his children to live in a society where thought, speech, education, literature, and the arts and sciences are not shackled by single party dictatorship. Attracting government restrictions on the amount of higher wage awards which can be passed on at higher prices. Sir Raymond states that because the interpretation of "costs" is also based upon a presumed intensive and therefore questionable maintenance level of asset utilization, this inquiry is nothing other than a politically expedient levy on profits. Financial Editor, page 21.

Prime rate moves up to a record

From Our US Economics Correspondent. Washington, May 13. The Federal Reserve's lending rate of 11.4 per cent was set today by one of America's largest banks, the First National Bank of Chicago. The 11.25 per cent level had become firmly established throughout the country by the end of last week, but the move by First Chicago has increased expectations that an 11 per cent rate will be seen before long. Mr Roy Ash, Director of the Office of Management and Budget, said here that the budget deficit for the 1974 fiscal year was now likely to be \$1,000m (nearly £412m) less than was forecast in the budget message in February, at \$3,500m. In giving testimony to the Ways and Means Committee of the House of Representatives, Mr Ash noted that spending for fiscal 1975 was likely to be up by \$1,000m from the February forecast of \$35,500m. Mr Ash said that the deficit for the 1974 fiscal year was now likely to be \$1,000m (nearly £412m) less than was forecast in the budget message in February, at \$3,500m. Mr Ash noted that spending for fiscal 1975 was likely to be up by \$1,000m from the February forecast of \$35,500m. Mr Ash said that the deficit for the 1974 fiscal year was now likely to be \$1,000m (nearly £412m) less than was forecast in the budget message in February, at \$3,500m.

MP angry at lack of insurance details

By George Clark, Political Correspondent. Mr Ray Carter, Labour MP for Northfield, Birmingham, protested yesterday about the refusal of the Department of Trade to give more details about 49 insurance companies which have been ordered to hand over their affairs to trustees. Mr Peter Shore, Secretary of State for Trade, had told Mr Carter in a letter that the action, taken under the Insurance Companies (Amendment) Act 1973, was for the benefit of policy holders. Much of what was done was preventive: some was remedial, designed to correct situations that might cause anxiety before they became serious. "In order to avoid unnecessary misgivings and alarm that could precipitate the very situation which the legislation is designed to avoid, it is accordingly, important that undue significance should not be attached to the department's requirements, many of which are of a routine nature," Mr Shore said. "Therefore, it is the practice not to publish supervisory requirements except insofar as this is required under the Insurance Companies Acts. A notice is placed on the company file at Companies House when assets are required to be placed in trust for the reason that such assets cannot effectively be mortgaged, or charged." "The notice is, therefore, for the information of prospective lenders to the company. I do not think it would be helpful to issue a list of companies where trustee arrangements apply as the significance of inclusion could be misunderstood by less well-informed persons and cause unnecessary concern." "The contractual relationship between the policyholder and the insurance company is not altered by assets being placed in trust. Similarly, the financial position of the company is not altered, but a restriction is imposed on the disposal of assets." Mr Carter said last night that he was not satisfied with the reply, which left many questions unanswered. "Whilst I recognize that publicity might well worsen the position of the 49 companies, why should potential lenders to the companies be given greater knowledge of the financial position than those who are potential policyholders, or who may have money invested in them?" he asked. "Clearly these companies are in desperate economic difficulties and the prompt action the Government has taken is in stark contrast to that of the previous Tory administration which simply stood by and saw one failure after another without intervening," Mr Carter said. He also said he would write to Mr Shore asking him if it was the Government's intention, should any company look like failing, to take it into public ownership. Mr Carter, in his original request had asked for: names of the companies; why it was thought necessary in each case, for assets to be put in trust; what were the likely financial and economic consequences of the change; and what changes had resulted to the position of the policyholders concerned in law.

Dollar falls to seven-month low

The United States dollar continued to fall sharply against Continental currencies on the London exchange yesterday. It ended the day at its weakest level for seven months, dropping 2 1/2 pennings against the mark, at 2.2940 and 5 1/2 centimes against the Swiss franc, to \$2.25. Dealers reported a similar and sustained selling of the United States currency. They attributed its weakness partly to the intensifying Watergate crisis and the difficulties of the Franklin National Bank. In addition, there is widespread speculation about a fresh realignment of European currencies and a revaluation of the mark. The pound was also weak yesterday, falling 0.10 of a penny against the dollar to \$2.4290, and much more heavily against other major currencies.

Fire regulation costs burden worries hotels

Britain's 250,000 hotels and boarding houses are meeting a growing number of problems in conforming to new stringent fire safety regulations. The cost of fire safety is already proving too high for some—the Salisbury Hotel at Old Hatfield, Hertfordshire, faced with a £10,000 bill, is shortly to close its residential side and continue only its restaurant trade. It is likely to be at least three to four years before the backlog of hotel improvements can be cleared as up to standard by often under-manned fire authorities. In some areas it could take significantly longer. Fire rules cause cash crisis, page 21.

Lyon statement imminent

A statement is expected today from the Lyon Group, one of Britain's largest privately-owned commercial property companies, which has been experiencing liquidity problems. The statement follows a meeting Lyon had yesterday with its bankers.

Merseyside as a development area

Mr Eric Heffer, Minister of State at the Department of Industry, told the Commons yesterday that he was considering the case for upgrading Merseyside to Special Development Area status. He said a statement would be made in due course.

Revertex

Holdings Ltd, specialist chemical manufacturers

Record Year

Results for the 12 months to December 31

	1972	1973
Group turnover	20,557	16,510
Group profit:		
before tax	1,478	825
attributable to shareholders:		
552	383	
Dividend gross equivalent	22%	20%
Earnings per share	6.39p	4.28p

Dr. Ernest Brookman, Chairman says:

- "Our policies for growth and expansion in our specialist fields continue."
- "Our flexible production facilities, depth of technical knowledge and geographical spread of business should enable your company to do better than many in these difficult times."

Copies of the report and accounts may be obtained from: The Secretary, Revertex Holdings Ltd, Temple Fields, Harlow, Essex.

Gilt-edged decline in nervous markets

Doubts on the outlook for United Kingdom interest rates, and nervousness ahead of tomorrow's disclosure of the April trade figures undermined confidence on London stock markets yesterday. Gilt-edged stocks lost as much as one point. The FT index fell back through the 300 mark, to close a net 8.2 off at 299.0, while The Times index, at 118.78, lost 2.28.

WHOLESALE PRICES

The following are the indices (1970=100) of wholesale prices of manufactured goods and of basic materials and fuel purchased by manufacturing industry, as released by the Department of Industry yesterday. The figures are not seasonally adjusted, exclude purchase tax and value-added tax, but include revenue duties:

	Output prices (home sales)	Prices of materials and fuel
1972:		
Q3	115.6	109.4
Q4	118.0	116.6
1973:		
Q1	119.5	126.0
Q2	120.1	133.4
Q3	124.2	150.5
Q4	129.1	167.2
October	127.7	161.4
November	129.0	165.5
December	130.6	174.7
1974:		
January	134.1	203.0
February	138.5	207.0
March	142.5	206.3
April*	147.2	209.1

*Provisional.

How the markets moved

Rises	Falls
Barlow Rand 15p to 240p	Asoc Port Cant 3p to 13 1/2p
Budge Bros 1p to 6p	Barclays Bk 1 1/2p to 2 1/2p
Broken Hill 15p to 55p	BP 1 1/2p to 1 1/2p
First Fibres 5p to 29p	Becham Grp 5p to 22p
Herbert A 3p to 15p	BICC 4p to 12 1/2p
Millard Docks 6p to 13 1/2p	Comrade 5p to 10 1/2p
	Furness Witly 10p to 15p
Manch Liners 10p to 5 1/2p	GEC 5p to 10 1/2p
Oxley Grp 7p to 9 1/2p	GKN 5p to 10 1/2p
Sellincont 10p to 11 1/2p	Lloyds Bk 5p to 10 1/2p
Stalder Int 4p to 4 1/2p	Lords & Spence 3p to 15 1/2p
Stocks & Hedges 4p to 22p	Millers 2 1/2p to 3 1/2p
Swan Hunter 4p to 11 1/2p	Thorn Electric 7p to 22p
Vlaktontien 10p to 28 1/2p	Vickers 5p to 11 1/2p

Equities fell back on nervous selling. Gilt-edged securities suffered profit-taking selling. Sterling eased 10 points to \$2.4290. The effective discounting rate was 18.02 per cent. Gold declined 75 cents to \$166.50. Commodities: Coffee futures fell sharply with losses ranging to £17.50. Sugar futures had falls of up to 55.20 while May cocoa rallied after a big fall but copper was still down \$35.50 to £20.40. Reuters index was 6.5 lower at 1367.3. Reports, pages 23 and 24.

THE POUND

	Bank buys	Bank sells
Australia \$	1.68	1.65
Austria Sch	44.30	42.50
Belgium Fr	96.00	93.25
Canada \$	2.38	2.33
Denmark Kr	14.45	14.05
Finland Mk	9.15	8.80
France Fr	11.80	11.50
Germany DM	5.50	5.30
Greece Dr	72.35	70.00
Hongkong \$	12.30	11.95
Italy L	1655.00	1610.00
Japan Yen	700.00	675.00
Netherlands Gld	6.30	6.10
Norway Kr	12.85	12.50
Portugal Esc	60.00	57.25
S Africa Rd	1.85	1.79
Spain Pes	143.00	138.00
Sweden Kr	10.45	10.15
Switzerland Fr	7.10	6.85
US \$	2.48	2.43
Yugoslavia Dnr	36.50	34.75

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Property Consultants

United Kingdom & Overseas

Edward Erdman

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Engineering output now 44pc metricated

Production by the engineering industries of metric or metric compatible items has reached an average of 44 per cent in value terms, Lord Orr-Ewing, chairman of the Metrication Board, reported yesterday.

While this was a substantial achievement, there were also some signs of slackening of momentum, he said. "It is important to restore momentum so that the metric changes can be completed effectively and efficiently. Delay and a prolonged use of two systems of measurement can be costly", he added.

Lord Orr-Ewing was commenting on the results of a recent board survey of metric change involving over 600 companies in the engineering industries.

The survey shows that in value terms, 60-70 per cent production in metric (or metric compatible) is expected to be achieved by the end of 1975. Some sectors will exceed this.

The survey revealed no general obstacles to the change but some difficulties—mainly in obtaining metric supplies in small quantities—have arisen because sectors are changing at different rates. Sometimes the progress of companies within the same sector has varied.

IBM gives way after Supreme Court rebuff

Washington, May 13.—IBM Corporation said today it would hand over documents on its business activities demanded by the Justice Department in support of an anti-trust case against the computer giant.

IBM's decision followed a refusal by the Supreme Court to hear an appeal by the company on a lower court ruling imposing a \$150,000 a day fine on IBM for contempt.

IBM gives way after Supreme Court rebuff

The Labour Government will continue the present policies of support for the computer industry, and will develop them within the wider framework of our general industrial policies", according to Mr Michael Meacher, Parliamentary Under-Secretary of State at the Department of Industry.

His speech, prepared for delivery yesterday at the opening of the European Computing Congress (Eurocomp) at Brunel University, Uxbridge, Middlesex, was read in his absence through illness, by Mr Reay Atkinson, director of the Government's Central Computer Agency.

In the speech Mr Meacher said there were two aspects of the Government's proposals on

Computer news

Government pledges continued support

industrial democracy which would affect computer applications.

The first is the intention that companies should provide both individual workers and their trade union representatives with much more information about the performance and prospects of the company they work for, and the particular plant or factory they are employed in.

"With the spread of computer-based management information systems, the provision of such information to employees and unions on a regular basis should be a relatively straightforward task."

The second consideration relates to our intention that there should be greater participation by workers in decision-taking at all levels in industry. This development is one that system designers will need to consider carefully.

It had implications, Mr Meacher said, both for the introduction of new computer systems and for the implementation of existing systems

Union blames BSC for letting N Sea pipe contracts go abroad

By Peter Hill

Demanding that the Government should investigate the reasons for the placing of major contracts for the development of North Sea oil and gas reserves with foreign companies have been made by the steel industry's major trade union, the Iron and Steel Trades Confederation.

Referring to the tremendous opportunities for British industry in the new technology of finding and extracting fuels from the seabed, the ISTC claimed yesterday that opportunities have been there on an increasing scale over the past decade.

"It is apparent that a large proportion of British industry has failed to recognize, or if they have recognized, failed to take advantage of them."

The allegations are made in an article published in the

latest issue of the union's magazine *Man and Metal*. The ISTC said foreign companies were in the main locating the fuel deposits, building the rigs, the platforms and the ships required. The union is especially critical of the British Steel Corporation's role.

It claimed that when underwater gas pipes were being laid in the 1960s they were supplied primarily by Italy and other countries, because the British steel industry could not supply pipes of the right specification.

With hundreds of miles of undersea pipelines being laid in the North Sea, the ISTC said, most of the orders for pipes, valued at about £1,200m have been placed with Japanese suppliers. The BSC declined to tender since it considered that profits from the production of large diameter pipes were too low.

The ISTC claimed that the British steel industry should be supplying most of the steel required by oil and gas companies operating offshore concessions, while other industries could take a more active part. It called on the Government to examine the reasons for major contracts being placed overseas.

A spokesman for the BSC said last night that the corporation sought all possible North Sea business within its capabilities, subject to capacity, price, delivery and specification. Support for the North Sea programme, he said had not been substantial but the corporation did not wish to take on unprofitable business.

The BSC had a steel priority allocation system for the North Sea. The supply position was a question of balance.

Court extends Wellcome lung drug patent

The Wellcome Foundation was yesterday granted a four-year extension of its patent on the drug Trimethoprim. The company had applied for an extension to its 16-year patent on the benzyl pyrimidines, the principle of which is Trimethoprim, an anti-bacterial used in the treatment of respiratory and urinary tract infections.

Mr Justice Whitford granted the extension in the High Court yesterday under the powers contained in Section 23 of the Patents Act, 1949, which allows for an extension of patent life on the grounds of inadequate remuneration.

Drugs can be patented in Britain for 16 years. The patents on Trimethoprim were granted in February, 1958, and ran out in February of this year.

Minister likely to back huge food store projects

By Patricia Tisdall

As part of her drive for lower prices, Mrs Shirley Williams, Secretary of State for Prices and Consumer Protection, is understood to be preparing to back the supermarket operators' case for certain large store development projects.

Mrs Williams is believed to be sympathetic to planning applications involving the re-use of wasteland or the rehabilitation of derelict industrial premises.

Organizations such as Fine Fare, Tesco and the Co-ops have been making vigorous representations to the Department of the Environment for a relaxation in restrictions.

They maintain they can lower food prices by at least 6 to 10 per cent by building larger stores on less expensive sites.

Divergencies in clothing industry reports clarified

Apparent differences in conclusions on important aspects of Britain's clothing industry which emerged in two recent reports on the industry, were explained by the National Economic Development Office in a joint statement.

The statement referred to the recent medium term review carried out by the clothing industry economic development committee of the NEDO, and to a report published a few days later by Inter Company Comparisons, which challenged the little NEDdy's conclusions.

"An important factor in explaining the apparent divergence of opinion is that the data contained in the two reports do not refer to the same periods of time and so are not strictly comparable", the NEDO statement affirmed.

1964, had been of benefit to the industry. "The gradual development of policy is also the basis of our approach to European collaboration in the field of computers", he added.

There had been discussions on a draft resolution on European Community policy towards data processing. This provided for examination of the scope for joint projects in both hardware and applications, and for studies of the possible benefits to be gained from collaboration in such areas as government procurement and standards.

Predicted growth of the computer industry—perhaps 15 per cent worldwide with a higher rate in Europe—was considerably better than could be achieved for the economy generally, Mr Meacher noted.

This should lead to the increased employment in the use of computers and peripheral equipment, and to even greater growth in employment in software, in services and in the user installations.

Kenneth Owen

Crucial vote today by Port Talbot strikers

By R. W. Shakespeare

A mass meeting of 1,600 engineering craftsmen from Port Talbot steelworks, South Wales will today vote on a union recommendation to end their strike now in its third week, which has made 9,500 other steelworkers idle.

A formula to end the dispute over a pay claim has been worked out between union and management representatives at meetings sponsored by the Department of Employment. No details have been revealed, but the union proposal will be put first to a meeting of shop stewards this morning and then to a full meeting of the strikers.

Last night a BSC spokesman said that if the strike was called off there would be a full recall of all workers "within a few days."

The craftsmen have demanded a £6.50 a week pay increase following their rejection of a £3.00 offer which BSC maintained was the maximum allowed under the present pay legislation.

The strike began when two engineers refused to work on a blast furnace that had recently been modernized. When they were sent home, the others walked out. Steelmaking and finishing operations were stopped and the rest of the labour force laid off.

The union dispute today could prevent another serious crisis for the motor industry which gets a large proportion of its special sheet steel requirements from Port Talbot.

For the past two weeks car makers have been using steel from stocks held at their own plants, but these are now running very low.

Port Talbot also produces large quantities of tinplate for the canning industry and many customers are short of supplies.

Business Appointments

Booker board post for Mr J. Godber

Mr Joseph Godber, MP, the former Minister of Agriculture, is to join the board of Booker McClelland as a non-executive director.

Mr C. J. Crawford has retired as chairman and from the board of the Auk & Wilbur Group.

Mr John McLaren, managing director of Hedges & Butler International, has been appointed chairman. Mr Christopher Strang, financial director, has been made deputy managing director and Mr G. G. Messenger, secretary and financial controller.

Sir Denis Rickett will join the board of Schroder International Bank as an advisor. Sir Henry Schroder Wags & Co, on his retirement as vice-president of the International Bank for Reconstruction and Development in October 4.

Bass Charrington Vintners has made the following changes in organization: From May 23 all United States operations will be vested in Hedges & Butler International. Bass Charrington Vintners will remain the holding company, now comprises Mr H. A. Walker (chairman), Mr D. J. Howard (deputy chairman), Mr S. R. H. Williams (managing director), Mr R. G. Holloway (managing director), Mr J. W. Gales has been made a director of Mountain & Capel-Cure Agencies.

Mr P. S. Ardron has become general manager of the International Division of Barclays Bank.

Sir Charles Hardie has been made deputy chairman of the Anglo-Portuguese Bank.

Mr K. Bishop, deputy chief of London, succeeds Mr J. H. J. Day, assistant general manager of the Prudential Assurance Co. Sir Henry Mance, chairman of Willis Faber & Dumas (Agents) and of Lloyd's Life (Agency), was elected deputy president.

Mr Cyril Thorpe has joined the management of Ogden and Sons and been appointed a director.

Mr Walter Gough has been re-elected chairman of the Institute of Work Study Practitioners. Mr J. C. Reid becomes deputy chairman and Mr S. Wood-Brown continues as treasurer.

Mr Ray Walsh has been appointed director of special projects for Polycol Holdings.

Mr Frank Posen has been made a director of the Brookside Metal Co.

Mr Denis Basinger, controller of ATV Network's Elstree Studios, has been appointed to the board of the network.

Mr J. A. Fowler, of Tubes Ltd, has become chairman of the Association of Ordnance Equipment Manufacturers in succession to Mr E. Bowers, of Sperry Vickers.

Mr R. Varguosa, of Plessey Hydraulics, is vice-chairman, and Mr F. B. Levatus, of Keelavite Hydraulics, is vice-chairman (technical).

Canton fair call to Third World

From David Bonavia

Shortages of export supplies at the Spring Fair in Canton have been explained by Chinese officials as in line with China's newly formulated policy regarding Third World trade.

Western dealers in certain commodities have been told to read the speech made last month to the United Nations by Mr Teng Hsiang ping, a vice-premier and member of the Chinese Politburo, who said: "Why cannot developing countries unite to break imperialist monopoly and defend their own economic rights and interests?"

Many Western and Japanese traders feel the Chinese are holding back export commodities in anticipation of price rises resulting from political trends in the Third World, particularly since the rise in oil prices.

Managing the economy the Wincott way

From LeCol F. W. Tooby

Sir, Peter Jay is to be congratulated on winning the Wincott Award for 1973 and I do so most warmly. I trust he will not take it amiss if I remind him that Harold Wincott was a journalist of high distinction whose beliefs about the causes and cure of Britain's economic ills were very different from Mr Jay's own, and if I say how deeply I regret that since Harold Wincott died in 1969 no other journalist, not even a winner of the Wincott Award, has been seen to carry on the evolution of that great man's ideas on what is wrong with the way the British economy is run.

Harold Wincott believed, as I believe, that our economic troubles could be cured by restoring sound management to our public finances. That, for Harold Wincott, meant an end to budget deficits and make-believe borrowing. It meant that taxation in all its forms should cover, but no more than cover, the current expenditures of central government and local authorities; and that all expenditure on capital account by public authorities should be financed, not from the Exchequer out of current taxation, but by net sales of long-term government securities.

It seems that no one in Whitehall or Fleet Street has perceived in the official *Financial Statistics* that budget deficits in the post-war years have in fact resulted in a huge and growing accumulation of personal savings, of which the owners have chosen to hold a very large and increasing proportion in liquid forms. At the end of 1973 the current savings of this country were in aggregate about £43,000,000,000 of such liquid funds, equivalent to some 85 per cent of the nation's total personal disposable income in the whole of the year 1973. It is therefore urgently necessary not only to restore sound management to our public finances but also to bring about effective deflation of the swollen liquidity in the personal sector of the economy.

Of the £43,000,000,000 of personal liquidity at the end of 1973 the great bulk is placed in National Savings, to hold £16,000m in current and deposit accounts with banks, and to deposit a further £16,000m with building societies. But this disposition in aggregate was the fortuitous outcome of individual decisions by many millions of people, and no one can and do change their minds if persuaded that it is to their advantage to do so. That is why the banks and building societies on every High Street are seen to be competing for deposits by bidding up the rates of interest.

The result of this has been that cost of repayable credit has risen above 6 per cent in 1964 is now above 13 per cent while the average dividend yield of industrial equities has remained below 6 per cent throughout the post-war years. In this situation individuals with money to invest prefer the high rates of interest to be gained from deposits with banks or building societies while industrial companies are unable to raise equity capital on the market to finance expansion, as they normally did before 1939, and are forced to resort to costly repayable credit, which severely restricts expansionary enterprise.

Harold Wincott argued that a government could restore sound management to our public finances by putting an end to budget deficits and make-believe borrowing, and that this could be done in all the capital requirements of the public sector were

LETTERS TO THE EDITOR

Research into worker participation in industry

From Dr Frank A. Heller, Professor Malcolm Warner and Dr Peter Abell

Sir, Alternative schemes for worker participation are likely to be invented at an increasing rate during the next year or so, and your columns will undoubtedly make an important contribution to this debate. Professor Schmitthoff's "Talking to British needs" (May 6) differs little from other compromise solutions that have recently been canvassed, except in its pretension to relate the German, Dutch and Swedish participative schemes to a bespoke British solution. The arbitrary selection of evidence mixed with strong personal views makes such statements fairly useless.

In principle we believe that a comparative study of the various existing European participatory methods, including British experience, is an almost essential preliminary step for the design of an adequate way of structuring power relationships in British industry. One should also be open to new initiatives that have not yet been institutionalized. A certain amount of useful research evidence is already available and has not yet been adequately put together; much more systematic comparative

A register for engineers

From Mr L. T. Griffith

Sir, Dr David Fisher, of making misleading about the Council of Engineering Institutions and a respectably suggested misleading label firmly tied to Dr FI.

He certainly qualified statement that "men of the Society of Engineers do not require the same competency as do the bodies of CEI".

Principles of syntax obvious, but I have no proof, but its admission, including names, have always been if not higher, than a CEI. If required, verified by suitable independent assessor.

Dr Fisher is correct that a significant number of members of the Society also belong to other bodies of CEI. He asked himself why the members of the society completely satisfied criteria of institution?

Briefly, they are not. They do not agree with the society's principles and services CEI have failed to provide. The society was a professional institution of a council of engineers. At that time, it was a time to be appointed to survive. The result could be mediocrity.

The British situation today demands creative employee relations action. This is unlikely to come from contemporary Continental legislation which too often forces the personnel director into an advisory position with employees and Works Councils. However, it is no more likely to be created by the position somewhere between exalted shop steward and welfare officer described by Professor Schmitthoff.

Yours faithfully,
CHRISTOPHER MLL,
Rue Hardy, 87,
1250 Limas,
Belgium.

Copper costs

From Mr K. S. Jefferies

Sir, After having read the EEC Council's apparently adopted "metric" standard for the 13-amp cable which is so widely used in domestic "power" circuits and in light industry. The new cable contained about 25 per cent less copper than the previous "British" cable, for which the IEEE—as I understand—set the specification.

Has the IEEE ever explained why we have paid for many years for the extra copper which is now found to be unnecessary?

Yours truly,
K. S. JEFFERIES,
12 Burdon Lane,
Charm, Surrey.

Credit cards

From Mr C. R. Gould

Sir, I am Morrison's otherwise excellent article on the role of credit cards in travel finance (Special Report, May 3) contains one important mistake.

He states that it was Barclaycard which made a major breakthrough when the Association of British Travel Agents agreed to accept the card for payment for package holidays. He thus implies that Access is not accepted by ABTA.

In fact, the negotiations with ABTA were carried out jointly by Access and Barclaycard, and the agreement applies equally to both cards.

I am sure that you will wish to put the record straight.

Yours faithfully,
C. R. GOULD,
Head of Marketing,
The Joint Credit Card Co Ltd,
7 St Martin's Place,
London, WC2N 4JH.

Waiting for Ernie

From Mrs J. Sharratt

Sir, After a course of expected letters had failed to reach me recently, I wondered what would have happened if one of them had contained a premium bond prize cheque. In the local sub post office they were most helpful in finding this information for me, but I was dismayed to learn that there is no follow-up if these cheques are not cashed. Instead, after 18 months they are just cancelled. Lists of uncashed prizes are made, and are available for inspection at main post offices, but surely most people would not have the time or optimism to make regular checks.

They told me at the post office that thousands of prizes are never claimed. Obviously there are various reasons for this, but certainly in some cases it must be that the cheques never reach their destination. We regularly receive from a large commercial enterprise letters exhorting us to watch the mail during the next week, as we have been lucky enough to have been allotted six numbers in a prize draw. Something along those lines from Ernie when we have actually won would be very welcome, or, failing that, would it not be possible for a follow-up note to be sent yet anyone who is involved with the engineering called "engineer" at Joan Woolard, 23 The Middlings, Sevenoaks, Kent.

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From David Bonavia

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Managing the economy the Wincott way

From LeCol F. W. Tooby

Sir, Peter Jay is to be congratulated on winning the Wincott Award for 1973 and I do so most warmly. I trust he will not take it amiss if I remind him that Harold Wincott was a journalist of high distinction whose beliefs about the causes and cure of Britain's economic ills were very different from Mr Jay's own, and if I say how deeply I regret that since Harold Wincott died in 1969 no other journalist, not even a winner of the Wincott Award, has been seen to carry on the evolution of that great man's ideas on what is wrong with the way the British economy is run.

Harold Wincott believed, as I believe, that our economic troubles could be cured by restoring sound management to our public finances. That, for Harold Wincott, meant an end to budget deficits and make-believe borrowing. It meant that taxation in all its forms should cover, but no more than cover, the current expenditures of central government and local authorities; and that all expenditure on capital account by public authorities should be financed, not from the Exchequer out of current taxation, but by net sales of long-term government securities.

It seems that no one in Whitehall or Fleet Street has perceived in the official *Financial Statistics* that budget deficits in the post-war years have in fact resulted in a huge and growing accumulation of personal savings, of which the owners have chosen to hold a very large and increasing proportion in liquid forms. At the end of 1973 the current savings of this country were in aggregate about £43,000,000,000 of such liquid funds, equivalent to some 85 per cent of the nation's total personal disposable income in the whole of the year 1973. It is therefore urgently necessary not only to restore sound management to our public finances but also to bring about effective deflation of the swollen liquidity in the personal sector of the economy.

Of the £43,000,000,000 of personal liquidity at the end of 1973 the great bulk is placed in National Savings, to hold £16,000m in current and deposit accounts with banks, and to deposit a further £16,000m with building societies. But this disposition in aggregate was the fortuitous outcome of individual decisions by many millions of people, and no one can and do change their minds if persuaded that it is to their advantage to do so. That is why the banks and building societies on every High Street are seen to be competing for deposits by bidding up the rates of interest.

The result of this has been that cost of repayable credit has risen above 6 per cent in 1964 is now above 13 per cent while the average dividend yield of industrial equities has remained below 6 per cent throughout the post-war years. In this situation individuals with money to invest prefer the high rates of interest to be gained from deposits with banks or building societies while industrial companies are unable to raise equity capital on the market to finance expansion, as they normally did before 1939, and are forced to resort to costly repayable credit, which severely restricts expansionary enterprise.

Harold Wincott argued that a government could restore sound management to our public finances by putting an end to budget deficits and make-believe borrowing, and that this could be done in all the capital requirements of the public sector were

Waiting for Ernie

From Mrs J. Sharratt

Sir, After a course of expected letters had failed to reach me recently, I wondered what would have happened if one of them had contained a premium bond prize cheque. In the local sub post office they were most helpful in finding this information for me, but I was dismayed to learn that there is no follow-up if these cheques are not cashed. Instead, after 18 months they are just cancelled. Lists of uncashed prizes are made, and are available for inspection at main post offices, but surely most people would not have the time or optimism to make regular checks.

They told me at the post office that thousands of prizes are never claimed. Obviously there are various reasons for this, but certainly in some cases it must be that the cheques never reach their destination. We regularly receive from a large commercial enterprise letters exhorting us to watch the mail during the next week, as we have been lucky enough to have been allotted six numbers in a prize draw. Something along those lines from Ernie when we have actually won would be very welcome, or, failing that, would it not be possible for a follow-up note to be sent yet anyone who is involved with the engineering called "engineer" at Joan Woolard, 23 The Middlings, Sevenoaks, Kent.

Credit cards

From Mr C. R. Gould

Sir, I am Morrison's otherwise excellent article on the role of credit cards in travel finance (Special Report, May 3) contains one important mistake.

He states that it was Barclaycard which made a major breakthrough when the Association of British Travel Agents agreed to accept the card for payment for package holidays. He thus implies that Access is not accepted by ABTA.

In fact, the negotiations with ABTA were carried out jointly by Access and Barclaycard, and the agreement applies equally to both cards.

I am sure that you will wish to put the record straight.

Yours faithfully,
C. R. GOULD,
Head of Marketing,
The Joint Credit Card Co Ltd,
7 St Martin's Place,
London, WC2N 4JH.

Waiting for Ernie

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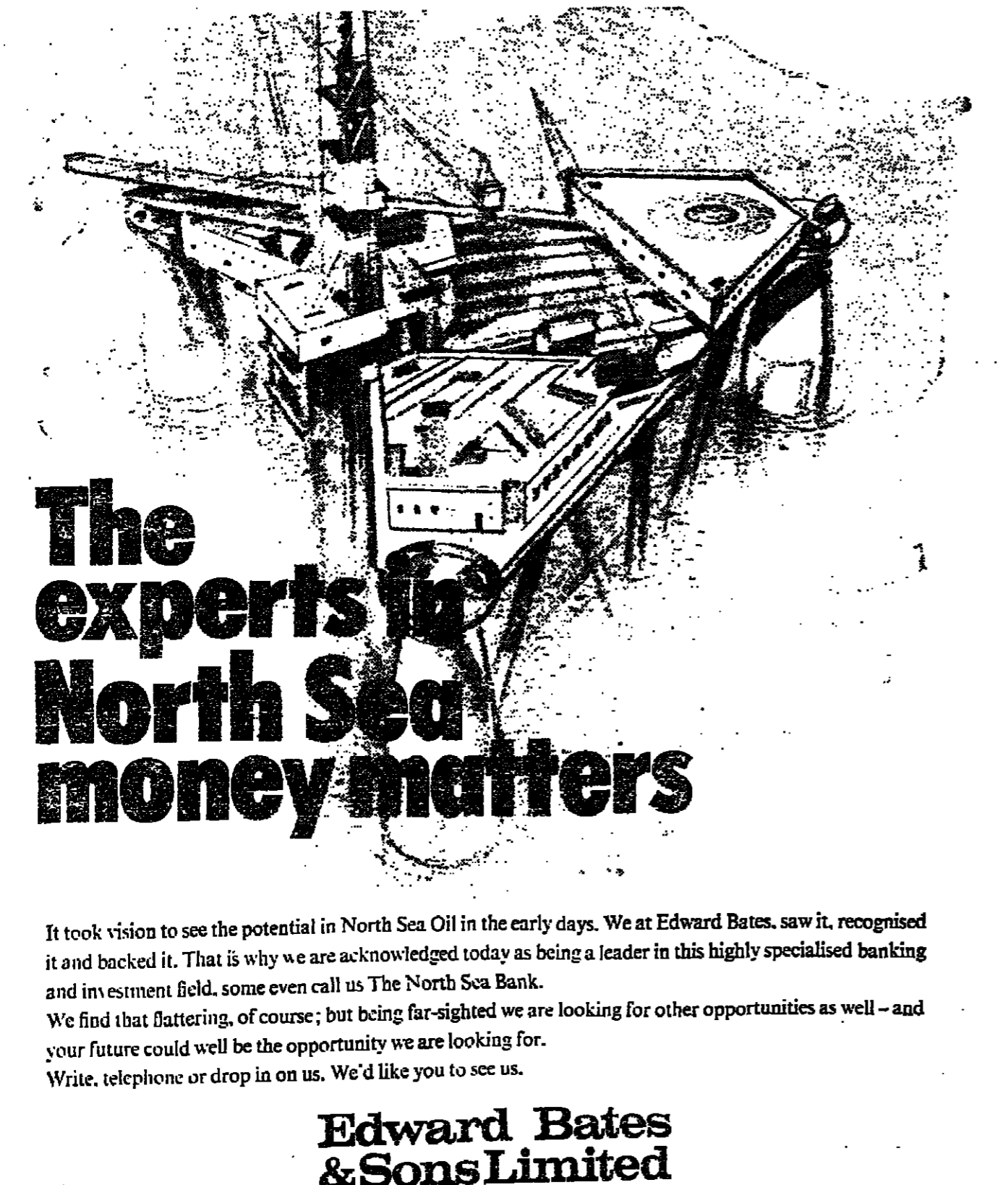
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Liverpool: P.O. Box 23, Silkhouse Court, Tithebarn Street, Liverpool L69 2HW Telephone: 051-236 8102 Telex: 627648
Aberdeen: Erskine House, 25 Albany Place, Aberdeen AB1 1YL Telephone: 0224 22283 Telex: 73453
Glasgow: Stock Exchange House, 69 St. George's Place, Glasgow G2 1EN Telephone: 041-221 3392 Telex: 7788-40
Bristol: Alliance House, Baldwin Street, Bristol BS1 1SX Telephone: 0272 23507, 8 Telex: 449696

BY THE FINANCIAL EDITOR

An assets paradox at Furness Withy

With commendable results... in its quoted subsidiaries... last year... would seem... a 10% increase... a 10% increase... a 10% increase...

At the moment, FW appears... sitting on the fence... a jump in £2.6m to £4.0m... a 10% increase... a 10% increase... a 10% increase...

Beyond this point, one is in less well-charted waters... This is the background to a growing feeling in France today... a 10% increase... a 10% increase... a 10% increase...

Final: 1973 (1972) Capitalization £33.3m Sales £253m (£197m) Pre-tax profits £16.3m (£12.7m) Earnings per share 21.14p (20.40p) Dividend gross 9.9p (9.45p)

Final: 1973 (1972) Capitalization £23.7m Sales £37.5m (£23.5m) Pre-tax profits £4.4m (£1.5m) Earnings per share 7.2p (3.9p) Dividend gross 3.21p (3.05p)

After the acquisitions At face value, the market's treatment of Hestair looks almost absurd... a 10% increase... a 10% increase... a 10% increase...

Tricentral Underpinned by Thistle What underpins Tricentral is that it has a stake in a viable oilfield... a 10% increase... a 10% increase... a 10% increase...

French car makers face shake-out as Citroen slows down

The European motor industry is deeply concerned about the future of Citroen... a 10% increase... a 10% increase... a 10% increase...

ing, Citroen was back in the motor jungle again and quite alone... a 10% increase... a 10% increase... a 10% increase...

Two years later the new allies tried to bring Citroen back into the motor jungle... a 10% increase... a 10% increase... a 10% increase...

Clifford Webb real problem. Citroen must sell 2.5 million cars to make the profit of one DS... a 10% increase... a 10% increase... a 10% increase...

New safety regulations are straining tourist industry finances Fire rules cause hotel cash crisis

The Clarendon Court Hotel in London's Maiden Vale is an Edwardian building... a 10% increase... a 10% increase... a 10% increase...

For a variety of reasons the fire safety programme for hotels and boarding houses is making only slow progress... a 10% increase... a 10% increase... a 10% increase...

A designation order for hotels was effective from July 1972... a 10% increase... a 10% increase... a 10% increase...

Some fire officers are not happy at the number of management applications for fire certificates... a 10% increase... a 10% increase... a 10% increase...

Final: 1973 (1972) Capitalization £40.2m Sales £116m (£97.5m) Pre-tax profits £12.8m (£8.81m) Earnings per share 23.75p (18.75p) Dividend gross 8.26p (7.13p)

Business Diary: Mission imperturbable Seabed sobriquets Here's hoping that when Sir Peter Challen files out of Christchurch today, they leave their workaday problems behind them...

Pressure gauge Such tales are the top-dressing to the bedrock of Challen's belief that an individual inhabits three areas of life... a 10% increase... a 10% increase... a 10% increase...

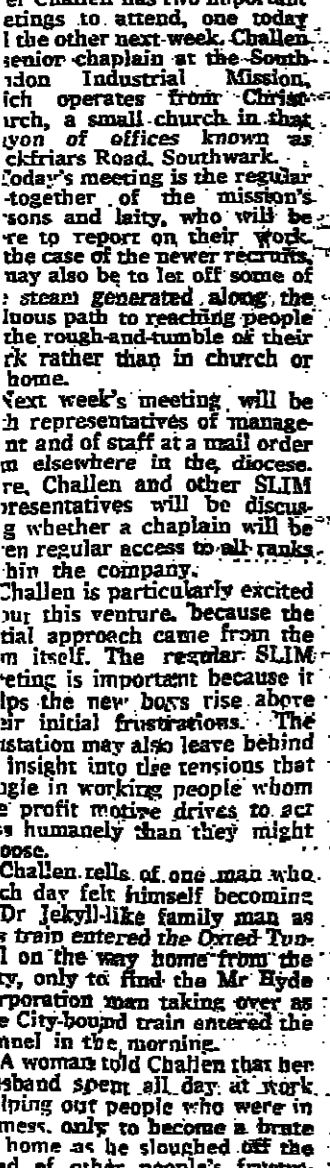
Sea quest These small, sorry tracts of the North Sea that lie above the oil and gas deposits have in the past few years collected some pretty odd names... a 10% increase... a 10% increase... a 10% increase...

Money wise Sir Denis Rickett, whose appointment to the board of Schroder International from October was announced yesterday... a 10% increase... a 10% increase... a 10% increase...

Empire Stores (Bradford) Limited Salient points from the circulated statement by the Chairman, Mr C T Wells, on the financial year ended 31 January 1974...

Year commenced with the problems of the gas industry, the freeze and margin control and the results demonstrate the basic strength of the Company...

Final dividend of 1.36p together with the interim of 1.22p makes 2.58p per share - the maximum permitted...



Peter Challen: profit v prophet motto

accumulation of personal salvation was supposed to lead to corporate salvation, which it evidently didn't...

But the deeper water that lies to the north is less well-charted and names for shoals and depths are few... a 10% increase... a 10% increase... a 10% increase...

The problem he and most of his colleagues are currently worried about is the large proportion of proprietors who have not yet even registered under the Act...

Such a concession might save a lot of hotels and boarding establishments in the option of local authority loans... a 10% increase... a 10% increase... a 10% increase...

Derek Harris

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FINANCIAL NEWS

Hoveringham at £1.5m peak, but pace slows

By Ashley Druker

Though turning in record profits for 1973, Hoveringham Gravel's full-time results bear out the warning in December by Mr Harold Needler, chairman, that in spite of the acceleration of growth in the opening half, the second leg was unlikely to match the interim performance.

The pre-tax output in the first half was up 58 per cent, while that for the full year to December 31 shows a 12 per cent increase to £1.47m. The second leg thus produced £536,000 compared with the opening £914,000 and £733,000 for the same period in 1972. Turnover for the year, however, increased 20 per cent to £17.83m, against a 9 per cent rise in the preceding 12 months.

The trading surplus itself was up only 10 per cent to £2.79m. After interest of £387,000 against £370,000, depreciation up from £683,000 to £696,000 and land depletion of £232,000 compared with £203,000, and adding compensation for loss of rights on gravel-bearing land down from £35,000 to £16,000, and deducting an associate loss of £22,000 (nil), the pre-tax total comes out at £1.47m against £1.31m and the "net" is down from £716,000 to £662,000. The total dividend is effectively maintained at 2.4p.

Earnings a share, adjusted for tax and scrip changes, rose from 2.7p to 3.2p.

BARLINGS
 Turnover for 1973 is £281,500 (against £275,000), and pre-tax profits £46,000 (£40,000). Earnings a share, 8.1p (8p). Dividend 11.49p (10.95p).



Sir Marcus Sieff, chairman of Marks & Spencer: Exports development given priority.

Expansion theme at M&S

Expansion both at home and abroad is the keynote of the annual report of Sir Marcus Sieff, the chairman of Marks & Spencer. At home after completing five new stores and 20 major extensions in 1973 the group is this year replacing small stores in Ayr, Macclesfield and Yeovil by building large ones. It is opening its first store at Sutton Coldfield and a further 15 stores will be rebuilt and extended during the year.

Exports of the group increased last year by 31 per cent to £13.6m, mostly in the second half, and priority is being given to developing exports in three fields. First the group is concentrating on developing business with customers who already buy substantial quantities of the group's goods; secondly to develop the 12 St Michael Shops in Canada and thirdly in the spring of 1974 the group will open stores in Paris, Brussels and later in Lyons.

Group properties are valued at £230m, but this does not incorporate the results of an independent valuation now being undertaken which will be available towards the end of this year.

Selincourt profit edges higher after trying year

Another record result has been produced, albeit narrowly, by Selincourt. On turnover up from £25m to £29.2m, taxable profit of this textiles-to-fashion-garments group has improved from £1.61m to £1.71m for the year to January 31, and there is muted confidence about the current year.

At attributable level, however, profits are a shade off at £935,000 (£938,000). The dividend goes ahead from 0.95p to 0.99p, out of earnings a share of 2p, against 2.25p.

The results are thought satisfactory in a difficult year, which included the three-day week. Higher interest rates were a burden, and while most subsidiaries performed well, setbacks were suffered at Tricosa, and Filigrée Textiles. The international market for Tricosa's products has been difficult, and the company has also borne the cost of transferring its knitting operations to a mill unit at Saumur, France. The board is strengthening the sales and marketing division of Tricosa and is confident of the outcome for this subsidiary.

Shellbear Price going well

Comfortably meeting its forecast in November of profits exceeding £400,000, Shellbear Price (Holdings) is also paying the promised full-time dividend. On turnover of £5.89m against £5.23m for this Walton-on-Thames building and civil engineering group, pre-tax profit for 1973 was exactly doubled at a peak £450,000, while pre-share earnings rose from 4.13p to 7.8p. The total dividend, for which Treasury consent has been received, is up from 2p to 3.07p.

The company has recently received contracts worth over £4m and the workload for the group is at a record level.

LEADERFLUSH DOORS
 Larkford Holdings has acquired 21.17 per cent of company's equity as an investment.

Issues & Loans

Algerian bond plan shelved

The unique \$40m Eurobond issue by Banque Exterieur d'Algerie has been postponed because of current market conditions. Since more than half the issue had been placed in the Middle East, there has clearly been little interest in the issue among European investors. The issue was unusual in that it offered an option to redeem

in one of three Arab currencies at current exchange rate. lead manager, First City, argued that the prospective currency appreciation was enough to justify a low as 8 per cent—50 points below the going rate for a straight dollar. But this prospect has appeared insufficient to buyers.

Beyer Peacock—Despite high level of the 25p in the one-for-four rights Beyer Peacock, the 5 light engineers, has been up to the extent of 76.5. The remaining ordinary not taken up have been through the market.

Eurobond prices (midday indicators)

Issue	Bid	Offer
5 STRANGERS		
Algeria 1982	90.01	90.01
American Express 1982	90.01	90.01
Amplif 1982	90.01	90.01
Amplif 1983	90.01	90.01
Amplif 1984	90.01	90.01
Amplif 1985	90.01	90.01
Amplif 1986	90.01	90.01
Amplif 1987	90.01	90.01
Amplif 1988	90.01	90.01
Amplif 1989	90.01	90.01
Amplif 1990	90.01	90.01
Amplif 1991	90.01	90.01
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Amplif 1995	90.01	90.01
Amplif 1996	90.01	90.01
Amplif 1997	90.01	90.01
Amplif 1998	90.01	90.01
Amplif 1999	90.01	90.01
Amplif 2000	90.01	90.01
Amplif 2001	90.01	90.01
Amplif 2002	90.01	90.01
Amplif 2003	90.01	90.01
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Amplif 2007	90.01	90.01
Amplif 2008	90.01	90.01
Amplif 2009	90.01	90.01
Amplif 2010	90.01	90.01
Amplif 2011	90.01	90.01
Amplif 2012	90.01	90.01
Amplif 2013	90.01	90.01
Amplif 2014	90.01	90.01
Amplif 2015	90.01	90.01
Amplif 2016	90.01	90.01
Amplif 2017	90.01	90.01
Amplif 2018	90.01	90.01
Amplif 2019	90.01	90.01
Amplif 2020	90.01	90.01
Amplif 2021	90.01	90.01
Amplif 2022	90.01	90.01
Amplif 2023	90.01	90.01
Amplif 2024	90.01	90.01
Amplif 2025	90.01	90.01
Amplif 2026	90.01	90.01
Amplif 2027	90.01	90.01
Amplif 2028	90.01	90.01
Amplif 2029	90.01	90.01
Amplif 2030	90.01	90.01



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Results

Euro Ferries tops forecast: one-for-4 scrip

Pre-tax profits of shipping, finance and electrical group Euro Ferries for the nine months to December 31 surpassed those for the preceding 11-month period, while a 1-4 scrip is also proposed.

Latest profits at £5.07m (for nine months) compared with £4.93m (for 11 months). Profit after tax and extraordinary items came to £4.42m (£4.07m). The single dividend of 2.11p compares with a total of 2.46p for the preceding period.

In October, Mr K. D. Wickenden, chairman, said that trading indications were that pre-tax earnings, excluding acquisitions for the nine months to December 31 would at least match those for the previous longer period.

F Sumner 42pc ahead

The forecast of a substantial increase in 1973 profits at Francis Sumner (Holdings), the textile and engineering group, has been met with a rise of 42 per cent, taking the pre-tax figure to £835,000. With more than four months of the current year gone the group is expecting further improvement in 1974.

The second half registered a gain of only 10 per cent from £373,000 to £410,000 but turnover for the full year progressed by 29 per cent from £7.9m to a record £10.2m. In the current year order books are at peak levels.

The total dividend is 0.96p (0.85p). The year's profit includes a full year of Tensile Engineering (acquired a year ago) amounting to £17,000 and allows for a loss of £51,000 incurred by the group's building activity, which has now been curtailed and the land bank sold.

FPA Construction

FPA Construction, the Sheffield-based construction group, has achieved a record for its forecast by the chairman but this was entirely due to achievements in the first half when profits were more than doubled.

The second half recorded a downturn of 46 per cent from £14,000 to £7,500 and the full year's figures to December 31 showed an overall gain of only 22 per cent from £824,000 to just over £1m. The total dividend is 2.75p against 2.62p. The chairman says group activity is currently at record levels.

Burrell & Co

Substantial increases being recorded in volume sales both at home and abroad, Burrell, London-based makers of chemical colours, again turn in record profits, surging 52 per cent to £731,000, and per-share earnings increasing from 1.25p to 1.51p. Turnover rose £1.05m to £4.97m. The year's payment is raised from 0.79p to 0.84p. In the current year to date, demand has remained "high" and another good year is in sight.

Lighting & Leisure

Announcing interim pre-tax profits at Lighting & Leisure, industry is up from £741,000 to £281,000. Mr Norman David, chairman of this light fittings, camping, garden and outdoor leisure furniture group, says given stable conditions profitability should continue to be "assured and progressive". Profits last year were at a peak £522,000. Turnover for the last half was £2.66m against £2.2m.



Hudson's Bay Company

INCORPORATED 2ND MAY 1670

Extracts from the Directors' Report

The Annual General Meeting of Hudson's Bay Company will be held in Winnipeg, Manitoba, Canada, on May 24. The following are extracts from the Directors' report for the financial year ended January 31, 1974.

Nineteen seventy-three was a notable year. Progress was made in expanding and rationalizing interests in real estate and natural resources. Sales and profits of merchandising operations continued to grow during a year of rapidly increasing costs. Earnings from all sources amounted to \$1.29 per share, up from \$1.16 a year ago. Three significant transactions involving non-merchandising interests took place in 1973.

The Company in June 1973 acquired a substantial minority interest in Siebens Oil & Gas Ltd., a Canadian petroleum exploration company with extensive land holdings in Western Canada, the Arctic and the North Sea.

In July 1973 the Company issued \$100,000,000 6% debentures exchangeable for approximately one half of our shareholding in Hudson's Bay Oil and Gas Company Limited. Although the investment in HBOG has been highly successful, your Directors considered it undesirable in the long term to have such a large proportion of the Company's assets in a single investment.

The Company in December 1973 acquired a 64.1% interest in Markborough Properties Limited, a Canadian property development company with important holdings of undeveloped land and income properties.

Earnings. Net earnings were \$17,654,000 as against \$15,654,000 in the previous year. Earnings of Markborough amounting to \$237,000 have been consolidated from December 1973. Equity accounting has been adopted for the Siebens investment and 35% of Siebens' earnings from June 1973 has been included in profits.

Sales. Sales increased by 19.7% to \$804,334,000. Dividends. A semi-annual dividend of 30c per share has been declared, an increase of 2c per share.

Retail Stores. The opening of five major department stores, three smaller department stores, 31 catalogue stores, and improved sales at existing units contributed to an 18.9% increase in retail sales. In spite of higher costs, retail earnings show improvement.

Wholesale. A strong consumer demand across the country and acquisitions on Vancouver Island and in Montreal were the principal reasons for a 21.4% increase in Wholesale volume. Wholesale profits were ahead by 22%.

Fur. The spectacular climb in demand and price of fur culminated in record prices for many varieties in December 1973. Each of the Company's auction houses succeeded in attracting increased offerings. No major declines are anticipated in the short term at least.


Natural Resources. Earnings of Hudson's Bay Oil and Gas Company Limited (21.2% owned) were up 42%, to \$39,370,000 (\$2.07 per common share). When the debentures referred to above are fully exchanged, our ownership of HBOG will be reduced to approximately 10%.

Earnings of Siebens Oil & Gas Ltd. (35% owned) were \$2,244,000 (26c per share) for the 14 months ended October 31, 1973. This compares with earnings of 11c a share for the previous 12-month period.

Real Estate. Real estate interests consist primarily of whole or partial ownership of a number of shopping centres in major Canadian cities. With the acquisition of a 64.1% interest in Markborough Properties Limited in December, your Company's property operations have taken on a new and greater significance.

Earnings of Markborough were \$6,065,000 (\$1.53 per share) for the year ended October 31, 1973, compared with \$984,000 (26c per share) in the previous year.

Outlook. The outlook for the Canadian economy has been clouded somewhat largely by external factors, the energy crisis, and continuing inflation. As a result, even though internal operating projections are positive, predictions for the year must be tempered with caution.



Drayton Montagu Portfolio Management Limited

The following companies, managed by Drayton Montagu Portfolio Management Limited, have recently published their Directors' Reports and Accounts:—

THE PREMIER INVESTMENT COMPANY, LIMITED
 Net assets at 31st December 1973 £65,435,147


SECOND CONSOLIDATED TRUST LIMITED
 Net assets at 30th September 1973 £62,872,432

UNION COMMERCIAL INVESTMENT COMPANY, LIMITED
 Net assets at 31st December 1973 £38,886,482

THE COLONIAL SECURITIES TRUST COMPANY, LIMITED
 Net assets at 31st December 1973 £6,187,301

(*Incorporating the net assets of companies amalgamated with effect from 1st January 1974)

Copies of the Directors' Reports and Accounts may be obtained from the above Companies at 117 Old Broad Street, London EC2N 1AL.



owen owen limite

Department store group

A year of expansion

Points from Mr. J. A. H. Norman's circulated statement:—

- Profits before tax were £1,833,000 compared with £1,409,000 in the preceding twelve months.
- Group sales increased by more than a third.
- The acquisition of the James Colmer Limited stores added 16% to the selling area in the U.K.
- The opening of a fourth store in Canada brought selling area there to more than double the size of two years ago.
- Plumb Contracts had an excellent year.
- The first distribution of ordinary shares is being made under the recently approved Staff Share Ownership Scheme.

Trading results for the 52 weeks ended 26th January 1974

	1974	1973
Sales	£44,115,000	£32,968,000
Group profit before tax	£1,833,000	£1,409,000
Ordinary dividends for the year	1.96p	1.00p
Earnings per ordinary share	8.40p	4.00p

Copies of the Annual Report and Chairman's Statement can be obtained from the Secretary Owen Owen Limited, P.O. Box 148, Liverpool, L68 1BD.

FINANCIAL NEWS

Opening profits reverse threatens VW dividend

Earnings about losses in 1974 have been coming from the Volkswagen headquarters...

Reports Hard going in some sectors of C. T. Bowring

Prospects of any short-term improvement in the main culprits of last year's fall in profits at C. T. Bowring & Co. appear somewhat gloomy...

French Kier Holdings 'Pre-tax profits for 1973 of the group formed as a result of the merger of W. & C. French and J. L. Kier were £26m against £2.5m...

Stock markets Gilts hit selling bout

The gilt-edged market was hit by profit-taking, which clipped prices back by as much as a point in 'longs'...

Good results from Furness Withy had been largely discounted by the recent rise in the shipping section...

The chairman's report helped Swan Hunter (117p) stand firm against an easier trend in engineering...

Wall Street

New York, May 13.—On the New York stock exchange today shares fell broadly, although trading was restrained...

Brokers attributed selling in part to a Wall Street Journal report that cracks are appearing in the previous public confidence...

Silver very strong New York, May 13.—SILVER futures closed very strong on 20 to 21 1/2 cents...

Table of stock prices for various companies including Allied Chem, Am. Airlines, Am. Broadcast, etc.

Royal Worcester Manufacturers of fine bone china, porcelain, earthenware, oxide ceramics and metal/ceramic components...

Gerrard Discount

During the past financial year, which was probably the most difficult one in the history of the discount market...

Austin-Hall Group

In first quarter of 1974 production and delivered sales by the Austin-Hall Group were both ahead of last year...

Latest dividends

Table of dividends for various companies including Barlow Rand, Baxendale, Baxendale & Co, etc.

Mining

Barlow Rand's mid-year leap

With its heavy involvement in supplying earth moving equipment and building materials, Barlow Rand is a prime beneficiary of the buoyancy of the South African economy...

Bids & deals

Law Land sells property for £6m

Law Land has sold or contracted to sell freehold and leasehold properties for £6.2m cash...

Bridgewater approach

Shareholders of Bridgewater Investment Trust are advised by their board to sit tight and take no action to dispose of their shares...

Summary of Results 1973 1972 SALES £13,300,000 £11,500,000 PROFIT BEFORE TAX £ 1,860,000 £ 1,328,000...

Tarmac Group 1973 Result preliminary announcement RMAC GROUP Year ended 31st Dec. 1973 Year ended 31st Dec. 1972 % increase...

Bestobell 1973 Profit up by 34% Sir Humphrey Browne, Chairman of Bestobell, says in his Annual Statement: 'With 8 months results available for overseas a substantial improvement on last year is expected...'

MARKET REPORTS

Foreign Exchange

The dollar still under pressure

The Deutsche mark continued to lead major European currencies in a broad advance against the dollar yesterday.

Mourning concern about the current United States political situation, allied to speculation of an impending market reversal...

Commodities

Coffee futures drop £17.50

Heavy losses were recorded in London. Robusta coffee futures yesterday on reports that Colombia had been adopting an aggressive sales policy...

Some losses were reported quite a large turnover but generally the market was fairly quiet...

Indonesian tin output falls in January

Indonesian tin concentrates production in January totalled 1,332 tonnes, an 11 per cent fall on the 1,492 tonnes of the previous month...

The Times Share Indices

Table showing share indices for various sectors like FTSE 100, Industrial, and others.

Spot Position of Sterling

Table showing market rates for sterling against various currencies.

New Forward Levels

Table showing forward levels for various currencies.

Money Market Rates

Table showing money market rates for various instruments.

Recent Issues

Table listing recent issues of various financial instruments.

Bank Base Rates advertisement listing rates for various banks.

Authorized Units, Insurance & Offshore Funds

Large table listing authorized units, insurance, and offshore funds with columns for name, price, and other details.

BUSINESS NOTICES

READERS are recommended to take appropriate professional advice before making obligations.

WELGLOW LTD. Design Counters are looking for new products and ideas to promote exclusively.

CONTRACTS AND TENDERS

THE MALAWI GOVERNMENT

Construction of the Lilongwe-Kasungu Road

PREQUALIFICATION OF TENDERS. The Malawi Government intends to seek tenders for the construction of a bypass road from Lilongwe to Kasungu.

EDUCATIONAL STUDENTSHIPS

EDUPTAF invites international students from the Philippines to apply for educational scholarships.

EDUCATIONAL STUDENTSHIPS

EDUPTAF invites international students from the Caribbean to apply for educational scholarships.

EDUCATIONAL STUDENTSHIPS

EDUPTAF invites international students from the United Kingdom to apply for educational scholarships.

PUBLIC NOTICES

THE OXFORD HOUSE IN BETHNAL GREEN INC. Notice is hereby given that the annual general meeting of the company will be held at the Oxford House, 10, Bethnal Green Road, London, E2, on Saturday, 1st June, 1974.

EDUCATIONAL SCHOLARSHIPS AND FELLOWSHIPS

RESEARCH STUDENTSHIPS IN STATE PHYSICS. Applications are invited for research studentships in state physics.

ISABEL FLECK RESEARCH FELLOW

Applications are invited for research in English a Medieval History up to 1500.

PUBLIC NOTICE

PUBLIC NOTICE. Notice is hereby given that the annual general meeting of the company will be held at the Church of St. Andrew, 10, St. Andrew's Road, London, E2, on Saturday, 1st June, 1974.

OFFICIAL NOTICE

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EDUCATIONAL STUDENTSHIPS

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London and Regional Market Prices

Equities weaken

ACCOUNT DAYS: Dealings Begin, May 13 Dealings End, May 23 Contango Day, May 24 Settlement Day, June 4 Forward bargains are permitted on two previous days

THE AUDIOPHONE TELEPHONE ANSWERING MACHINE FROM 86p PER WEEK. ALSO INEXPENSIVE ONE YEAR RENTAL. Tel: 01-778 2331 ADDOWAY CT. 1933 London Rd, London SW16

HINE connoisseurs' cognac

Main financial data table with columns for various market categories: BRITISH FUNDS, COMMONWEALTH AND FOREIGN, LOCAL AUTHORITIES, FOREIGN STOCKS, OIL STOCKS, ANKS AND DISCOUNTS, BEVERAGES AND DISTILLERS, COMMERCIAL AND INDUSTRIAL, FINANCIAL TRUSTS, INSURANCE, INVESTMENT TRUSTS, OIL, PROPERTY, RUBBER, TEA, MISCELLANEOUS, REGIONALS, MINES, SHIPPING. Each section contains a list of securities with their respective prices and changes.

Handwritten signature in top right corner.

This week at Sotheby's

Today, Tuesday, 14th May, at 11 a.m., at New Bond St.
Important English Porcelain
 including the properties of Mrs. J. H. Barnes, Mrs. M. P. Annesley, the late J. H. Barnes (sold by order of the Executors), G. M. Cavendish, Esq., James A. MacLurg, Esq., and other owners. Cat. (25 plates, 3 in colour) 75p.

Today, Tuesday, 14th May, at 11 a.m., at New Bond St.
Topographical Paintings, Drawings, Watercolours and Prints
 Cat. (76 illustrations) £1

Tomorrow, Wednesday, 15th May, at 10.30 a.m., at New Bond St.
Ancient English and Foreign Gold, Silver and Bronze Coins and French and Anglo-Gallic Gold Coins
 Cat. (14 plates) 50p

Tomorrow, Wednesday, 15th May, at 10.30 a.m., at New Bond St.
Fine and Rare Wines, Spirits, Vintage Port and Collectors' Items
 Cat. (4 plates) 25p

Tomorrow, Wednesday, 15th May, at 11 a.m., at New Bond St.
Eighteenth, Nineteenth and Twentieth Century English and Continental Paintings
 Cat. 15p

Tomorrow, Wednesday, 15th May, at 11 a.m., at Belgravia
English and Continental Furniture, Clocks, Bronzes, Textiles and Works of Art, 1830-1930
 Cat. (41 illustrations) 45p

Sotheby & Co., 34-35 New Bond Street, London W1A 2AA. Telephone: 01-493 8080
 Sotheby & Co., 19 Motcomb Street, London SW1X 8LB. Telephone: 01-235 4311
 Sotheby & Co., 115 Chancery Lane, London WC2A 1PX (Hodgson's Rooms)
 Telephone: 01-405 7238
 John Robertson, 19 Castle Street, Edinburgh EH2 3AH. Telephone: 031-226 5438

Thursday, 16th May, at 10.30 a.m., at New Bond St.
Fine Jewels
 including the properties of Lady Hunt, Cecil Hutchinson, Esq., the Hon. Mrs. C. Stourton, and other owners. Cat. (7 plates) 30p

Thursday, 16th May, at 11 a.m., at New Bond St.
English and Foreign Silver and Plate
 including the properties of Sir Colville Barclay, Bt., Mrs. E. O. Buchanan, and other owners. Cat. 15p

Thursday, 16th May, at 1 p.m., at Chancery Lane
Valuable Printed Books and Manuscripts of the Fifteenth to the Eighteenth Century
 including the properties of the late O. F. Grazebrook (removed from Stourton Castle), Hr. Sven Ericsson, and other owners. Cat. (1 plate) 25p

Friday, 17th May, at 11 a.m., at New Bond St.
English Furniture, Barometers, Rugs and Carpets
 including the properties of Lord Platt, the late Lewis Balfour (sold by order of the Executors), and other owners. Cat. 15p

Monday, 20th May, at 11 a.m., at New Bond St.
Clocks, Watches and Scientific Instruments
 including the properties of the Lady Cecilia McKenna, Dr. P. M. Jeavons, C. M. Burkill, Esq., the late Mrs. Eric Bulivaiv (removed from Anderson Manor, Dorset), H. S. Wharton, Esq., and other owners. Cat. (19 plates) 55p

Monday, 20th May, at 2.30 p.m., at New Bond St.
Antiques, Primitive and Indian Art
 Cat. 15p

Tuesday, 21st May, at 10.30 a.m., at New Bond St.
The Sporting Gun Collection (Gewehrhammer) of the Counts von Giech—Part I
 (removed from Schloss Thurau, Franconia)
 Cat. (34 plates) £1

to be followed at 11.45 a.m., by
Modern Sporting Guns and Rifles, Antique Firearms, Armour and Edged Weapons
 including the properties of the late Major H. M. Bridgewater, D.S.O., O.B.E., T.D., Major J. E. Campeau, and a rare Prussian Bronze Cannon (sold by order of the Receiver of Wreck, Plymouth), and other owners. Cat. (8 plates) 30p

Tuesday, 21st May, at 11 a.m., at New Bond St.
English and Continental Pottery and Porcelain
 Cat. 15p

Tuesday, 21st May, at 11 a.m., at Belgravia
Victorian Paintings, Drawings and Watercolours
 Cat. (84 illustrations) 55p

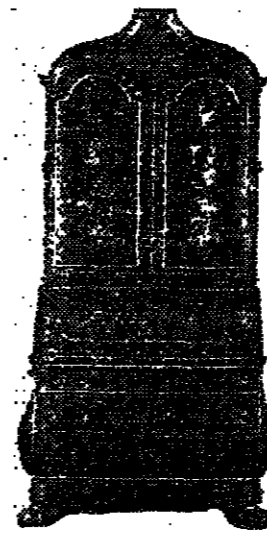
Catalogues (post free) from
Catalogue Department
 2 Merrington Road, London SW6 1RG
 Telephone: 01-381 1531

Sotheby's

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The largest firm of art auctioneers in the world

Christie's



English scarlet japanned bureau cabinet, in the manner of Giles Grendey, early 18th century, 98in. high, 42in. wide. To be sold in Madrid on Thursday, May 16th.

THURSDAY, MAY 16th, at 11 a.m. and 2.30 p.m.
English and Continental Furniture, Objects of Art, Eastern Rugs and Carpets. The Properties of the late Mrs. D. M. Van Moppes, and others.
 Catalogue 15p post paid.

THURSDAY, MAY 16th
Fine Wines Mainly from Private Cellars.
 Catalogue 15p post paid.

FRIDAY, MAY 17th, at 10.30 a.m.
Paintings, Drawings, Bronzes and Prints of the Americas, The Pacific and South Africa. The Properties of Mrs. Hugh Chisholm, Mrs. P. G. Holtwell, Lady Nye, the late Lord Courthope, the late Dame Adelaide Livingstone, and others.
 Catalogue (40 plates) £1.20 post paid.

MONDAY, MAY 20th, at 10.30 a.m.
Oriental Ceramics and Works of Art.
 Catalogue 15p post paid.

TUESDAY, MAY 21st, at 10.30 a.m.
English Drawings and Watercolours.
 Catalogue 15p post paid.

TUESDAY, MAY 21st, at 10.30 a.m.
English and Continental Glass. The Properties of Laura, Duchess of Marlborough, the late Kurt Meyer, and others.
 Catalogue (5 plates) 25p post paid.

SALES OVERSEAS
IN SPAIN, AT THE PALACE HOTEL, MADRID THURSDAY, MAY 16th and FRIDAY, MAY 17th, at 8 p.m.
Paintings, Drawings, Porcelain, Furniture, Silver and Objects of Virtu. Catalogue (125 plates, including 1 in colour) £2.50 post paid.

IN ITALY, AT THE GRAND HOTEL, ROME MONDAY, MAY 20th, at 4 p.m. and 9 p.m.
A Fine Collection of Jades, Hardstones and Oriental Ivories. Catalogue (19 plates) £2.00 post paid.

TUESDAY, MAY 21st, at 5 p.m. and 9.30 p.m.
Pictures and Sculpture by Old Masters and Contemporary Art. Catalogue (58 plates) £2.00 post paid.

TODAY, TUESDAY, MAY 14th, at 10.30 a.m.
Fine Icons. Catalogue (17 plates) 55p post paid.

TODAY, TUESDAY, MAY 14th, at 10.30 a.m. and 2.30 p.m.
Japanese Works of Art. Catalogue (4 plates) 25p post paid.

TOMORROW, WEDNESDAY, MAY 15th
Important Jewels. The Properties of The Hon. Mrs. Broome-Martin, Mrs. Lady Macdonald, Colonel A. H. N. Reade, The Lady Vanstirart, the late Lady Patricia Ramsay, V. A., C.I., the late Mrs. Hester Sassoon, and others. Catalogue (18 plates, including 1 in colour) 55p post paid.

TOMORROW, WEDNESDAY, MAY 15th, at 10.30 a.m.
English and Foreign Silver. The Properties of the late Mrs. D. M. Van Moppes, and others. Catalogue 15p post paid.

Sales begin at 11 a.m. unless otherwise stated and are subject to the conditions printed in the relevant catalogues.

8 King Street St James's London SW1Y 6QT Telephone (01) 839 9060
 Telex: 916429 Telegrams: CHRISTIART London S.W.1

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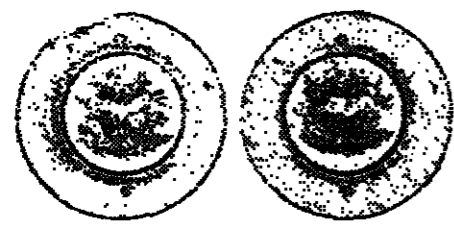
At the Montpelier Galleries
WEDNESDAY, 15th MAY
 Watercolours, Drawings and Prints.

THURSDAY, 16th MAY
 English and Continental Furniture.

THURSDAY, 16th MAY
 English and Continental Paintings.

FRIDAY, 17th MAY
 English and Continental Ceramics and Works of Art.

TUESDAY, 21st MAY
 Jewellery.



A pair of Swarovski 'Bardet' Coins 'service pieces' to be sold on 17th May.

MONTPELIER STREET KNIGHTSBRIDGE LONDON SW7 1HR 01-584 9161

DAVID HANSFORD & COMPANY

Specialist Auctioneers of fine contemporary Oriental rugs
 302-A Old Marylebone Road, London, N.W.1. Tel. 01-282 6628

AN OUTSTANDING SELECTION OF EXTREMELY BEAUTIFUL MODERN PERSIAN & ORIENTAL RUGS

Including: Luxurious Royal Bokharas in delicate pastel colours; Magnificent Kirman rugs and carpets knotted in the finest Persian lambswool; Superb Kashmir rugs in classical floral designs and beautifully rich colours; Exquisite Silk and Inlaid Silk Quoms created in precious Caspian silk; Finest Afghan rugs and carpets in crimson red and deep indigo; Exceptional Nain rugs—the finest of all modern Persian originals; The very best Rumanian carpets and rugs in soft Balkan colours; Highly original Persian Nomadic rugs from the Afsar, Kurdistan, Belouch and Gabeh tribes; and featuring a superb selection of the finest modern Persian rugs from Sarouk, Quom, Bidjar and Senneh. Together with many, many more beautiful hand-made rugs and carpets in a wide range of sizes and qualities from the low to middle price range to the valuable investment level.

TO BE SOLD BY PUBLIC AUCTION

SATURDAY, 18th MAY, 1974 at 11.00 a.m.
In the GLOUCESTER HOTEL
 4-18 HARRINGTON GARDENS, LONDON, S.W.7
THESE BEAUTIFUL RUGS & CARPETS WILL BE ON VIEW FROM 9.30 a.m. ON DAY OF SALE

SMALLER BUSINESS PREMISES

ELIZABETHAN SHOP

In centre of old village in Biddesden, Kent
 Planning approval to convert back to residence.
 One of the best old Weavers' workshops, wood, garden, new double garage.
 Only money and sympathy needed
 £17,000.
 Rans Biddesden 391419

NEW HOMES

LOGAN PLACE
 KENSINGTON S.W.5
 Newly constructed town house, 2 beds, bathroom, kitchen and garage, full pos. c.h., beautiful carpeted and wallpapered. Garage.
 Approx 150 year lease.
 Price £32,000

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NOTICE

All advertisements are subject to the conditions of acceptance of Times Newpapers Limited, copies of which are available on request.

PROPERTY ABROAD

NEW YORK, furnished apartment, 2 bedrooms, 2 bath, terrace, 2000 sq. ft. in prime location overlooking Central Park. Rent \$1,200 per month. \$1,200 deposit. Call: 01-272 7000.

TUNISIA, beach villa by the sea in 15 mins. from Sidi Bou Said, 2 bedrooms, 2 bath, 2 terraces, 2000 sq. ft. in prime location overlooking the sea. Rent \$1,200 per month. \$1,200 deposit. Call: 01-272 7000.

FRANCE, furnished apartment, 2 bedrooms, 2 bath, terrace, 2000 sq. ft. in prime location overlooking the sea. Rent \$1,200 per month. \$1,200 deposit. Call: 01-272 7000.

PROPERTY WANTED

CONVENIENT CENTRAL LONDON
 FURNISHED FLAT
 Small furnished flat required, convenient central London, Mid-July to end of August. For professional man and family. Tel. 01-493 6000 in office hours, or write: Box 297 C, The Times.

PROPERTY ABROAD

BARBADOS INVESTMENT
50 ROOM HOTEL, ONLY 9 YEARS OLD ON 14.8 ACRES ZONED FOR CONDOMINIUMS
 This hotel has complete facilities including tennis courts and the largest swimming pool in the Caribbean. The ocean front location is ideal for development and construction could start immediately! Full price only £200,512.

ESTIMATED POTENTIAL
 Capital gain on sale of condominiums 1222,222
 Annual profit on hotel operations 170,995
 Annual profit on condominium leaseback 513,615
 Please call executive agent J. BLAKE RADCLIFFE, F.R.I., or KILA KELLY at 016-457-4241

YOUNG & BIGGIN LTD, REALTOR
 1623 Yonge Street, Toronto, Ontario, M4T 2A1, Canada

Abbots Hall

Aylsham, Norfolk

TWO-DAY COUNTRY HOUSE SALE

21st & 22nd MAY

ANTIQUES, FURNITURE, BOOKS AND PICTURES
 THOS. WM. GAZE & SON, Surveyors and Auctioneers, Roden Road, Diss, Norfolk. Tel. Diss 231. Catalogues: 10p

PROPERTY TO LET

NEW GARDENS
 Highly original architect-designed 4 bed, 2 bath, town house with large sunny garden opening south through steps down to secluded garden. Dining gallery kitchen with dishwasher, room, study, garage, c.h. Gardens, Green, Tennis, tennis, etc., all within 5 mins. walk.

£48 p.w. no shares.
 BONNOR PENNINGTONS 01-444 2225.

ATTRACTIVELY FURNISHED

apartment (suitable for professional man) in excellent location, 1 year lease. Rent £1,200 per month. Call: 01-493 6000.

PROPERTY WANTED

CONVENIENT CENTRAL LONDON
 FURNISHED FLAT
 Small furnished flat required, convenient central London, Mid-July to end of August. For professional man and family. Tel. 01-493 6000 in office hours, or write: Box 297 C, The Times.

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YOUNG & BIGGIN LTD, REALTOR
 1623 Yonge Street, Toronto, Ontario, M4T 2A1, Canada

TR.G. LAWRENCE & SON (Fine Art)

THURSDAY 23rd MAY AT CREWKERNE
 Our monthly sale of Antiques and Fine Art will include a section of Oriental Rugs, Eastern and other Watercolours, Chinese, Glass and Pottery, Furniture and the following:

CLOCKS
 Ebonised mantel clocks by J. Knibb (illustrated) and Joe Wastley. Several Longcase clocks including a fine example by Ogden of Halifax and a three train eight-day case clock by W. Hinks of Southampton. A good 19th century large mantel clock based on Dresden Porcelain. A comprehensive collection of carriage and travelling clocks.



Sales commence 11 a.m. and viewing is possible on morning of sale 10.5 p.m. on the day before sale. Catalogues (30p post) from the Auctioneers: T. R. G. LAWRENCE & SON (Fine Art), 15b Market Street, Crewkerne, Somerset. Telephone: Crewkerne 3041/2. Members of the Society of Fine Art Auctioneers

Harrods Estate Offices

ARUNDEL TERRACE, S.W.13. Tel.: 01-748 2739

AUCTION GALLERIES

The 15th, 16th and 17th of May (over 1,000 lots)

Wednesday 10 a.m. Antique and other furniture including a fine Victorian satin wood credenza, a Boulle cabinet, longcase clocks, settee tables, dining tables, sets of chairs, chest of drawers, desks, mirrors, etc.

Thursday 10 a.m. Persian carpets and rugs, Wilton and Axminster carpets, Chinese and Turkey carpets, etc.; followed by Objects of Art including a fine Sevres porcelain hair and crown pendant, Chinese porcelain, a horn standing drinking cup brass mounted and glassware, etc. 2.30 p.m. Books including call bound sets and vellum. Encyclopaedia Britannica, Chambers and others. Shakespeare's and Scott's works. Dickens, travel, literature and poetry, biographies, almanacs. Victorian children's books, art, furniture and pictures, old magazines, postcards, detective fiction, First World War, London and architecture.

Friday 10 a.m. Secondary Sale.
 On view today
 Catalogues from Galleries or Head Office, 1 Hans Road, Fortingham Special Sale, S.W.3.

COUNTRY PROPERTIES

UNIQUE WATERSIDE ESTATE
 Near FALMOUTH
 15 bedroom mansion in virtually unrivalled site which adjoins fine sailing on the Fal estuary with approximately 750 yards of water frontage, own quay and approximately 14 acres of grounds with fine trees and shrubs.
 The mansion and grounds have been sadly neglected and a large amount will be required to restore the estate to its former glory.

OFFERS OVER £120,000

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CORNISH COTTAGES

North Cornish village, 2 miles from St Austell, 2 miles from Looe, 2 miles from Fowey. 2 bedrooms, 2 bath, 2000 sq. ft. in prime location overlooking the sea. Rent \$1,200 per month. \$1,200 deposit. Call: 01-272 7000.

SUFFOLK

Georgeous Cornish Mans. 3 bds. c.h. to Newark. Cambridge. Sea view.

STORRINGTON

Village centre, elegant Georgian house, 4 1/2 bedrooms. Completely renovated to high standard. C.H. Large mature orchard garden. Garage. Stable optional. About £45,000. Working (09-9) 62222

COUNTRY FLATS

BIRCHINGTON, KENT
 SECURED MIGNON BAY
 New luxury flat, 4 floor serviced by lift. Magnificent sea view from all windows. Constructed by the best contractors. 1 1/2 bedrooms, 2 bathrooms, 2 full bathrooms, large kitchen fully fitted including in suite disposal, 2 bedrooms with dressing rooms, carpeted throughout, fully equipped kitchen, garage, pool, tennis, etc. For more details call: 01-272 7000.

PHILLIPS

Today, May 14, 11 a.m.

Today, May 14, 2 p.m.

Wed., May 15, 11 a.m.

Wed., May 15, 2 p.m.

Thurs., May 16, 10 a.m.

Fri., May 17, 11 a.m.

Mon., May 20, 11 a.m.

Mon., May 20, 2 p.m.

Tue., May 21, 11 a.m.

Tue., May 21, 2 p.m.

Wed., May 22, 11 a.m.

May 23 Furniture, Marylebone; May 23 Stevensgrays; May 24 Silver.

Catalogues 18p by post.

Phillips in Knowle: May 19 in May 23
 May 20 in May 24
 May 21 in May 25
 May 22 in May 26
 May 23 in May 27
 May 24 in May 28
 May 25 in May 29
 May 26 in May 30
 May 27 in May 31
 May 28 in June 1
 May 29 in June 2
 May 30 in June 3
 May 31 in June 4

Phillips in Knowle: May 19 in May 23

May 20 in May 24

May 21 in May 25

May 22 in May 26

May 23 in May 27

May 24 in May 28

May 25 in May 29

May 26 in May 30

May 27 in May 31

May 28 in June 1

May 29 in June 2

May 30 in June 3

May 31 in June 4

June 1 in June 5

June 2 in June 6

June 3 in June 7

June 4 in June 8

June 5 in June 9

June 6 in June 10

June 7 in June 11

June 8 in June 12

June 9 in June 13

June 10 in June 14

June 11 in June 15

June 12 in June 16

June 13 in June 17

June 14 in June 18

June 15 in June 19

June 16 in June 20

June 17 in June 21

June 18 in June 22

June 19 in June 23

June 20 in June 24

June 21 in June 25

June 22 in June 26

June 23 in June 27

June 24 in June 28

June 25 in June 29

June 26 in June 30

June 27 in July 1

June 28 in July 2

June 29 in July 3

June 30 in July 4

GLENDINING & CO

Mentmore House, 7 Blenheim Street, New Bond Street, London, W.1. Tel: 01-993 2445

Specialists in the Sale by Auction of Coins and Medals since 1850

Wednesday, 22nd May, at 10.30 a.m.
An Important Collection of the gold and silver COINS OF MALTA
 also related Historical Medals (Illustrated Catalogue—Price £11)

Friday, 7th June, 1974
R. C. LOCKETT COLLECTION
 sold by Order of the Trustees of THE CHARITABLE TRUST
 comprising a large and interesting collection of
 British and Foreign Coins, mostly Roman silver and
 European Coins and Medals (Illustrated Catalogue—Price
 £11)

Women's Appointments so on pages 6 and 28

GENERAL RADIO SALES AND MARKETING LTD. TELE-AD DEPARTMENT S.M. are forming a new Tele-ad department within the...

1 SUPERVISOR circa £3,500 plus bonus 4 TELE-AD GIRLS Salary plus bonus circa £3,000 ALL FULLY TRAINED AND EXPERIENCED

INTERVIEWERS 30 top appointments exist for experienced Senior Interviewers to join our Group...

RECEPTIONIST/TELEPHONIST 21 well spoken Receptionists to join our busy office...

IDEAL CAREER SPOT. Nice position as Personnel Assistant for an expanding company...

WOMEN'S APPOINTMENTS GENERAL RETAIL PERSONNEL & TRAINING Lady required to undertake STAFF TRAINING...

WOMEN'S APPOINTMENTS GENERAL RETAIL PERSONNEL & TRAINING Lady required to undertake STAFF TRAINING...

WELL-SPOKEN, EXPERIENCED TELEPHONIST/RECEPTIONIST We are looking for a well-spoken, experienced telephone operator...

PRIVATE SECRETARY For Managing Director of W.I. company - This appointment carries all the benefits of a senior position...

UNIQUE PART-TIME POST Reliable lady, aged 25-45, required for the very interesting and busy part-time position...

TO £2,000 PLUS M/F Are you tired of the same routine day to day work? Would you like to do something more...

EXCELLENT PROSPECTS Age 21-35. Near 278 2224. Very contented temps Bright girls who have enjoyed their work with us...

TOP CLERK AT £2,200 S.W.I. based company has an excellent opening for an experienced top clerk...

JOURNALIST Experienced Fashion Journalist required by Benjamin Dean, publisher of 'The Evening Standard'...

EXPERIENCED INSURANCE CLERK To work in a busy insurance company, a good knowledge of insurance is essential...

WOMEN'S APPOINTMENTS SECRETARIAL WANTED DYNAMIC GIRLS for equally dynamic expanding young investment bank

CHARLES JOURDAN KNIGHTSBRIDGE, S.W.3 Experienced bi-lingual French/English SECRETARY

Secretary for Young Design Company in W.I. To work in our Graphic Department with a dozen demanding male designers...

JUDY FARQUHARSON LTD 17 Stratton Street, Green Park, W.1. 01-493 8824

AN EXCEPTIONAL OPPORTUNITY with LEADING ADVERTISING AGENCY BOARD DIRECTOR TOP CALIBRE PA/SECRETARY

INDEPENDENT? SPEAK FRENCH? Bilingual French secretarial secretary needed for domestic but charming office...

INTERESTED IN THE ARAB WORLD? Competent typed reported. Interesting work in small West African office dealing with new media and international contacts...

SECRETARY, £2,000 for young city lawyer: self-reliant, good shorthand and typist. IBM soft ball, 11-12 hrs holiday, 12%.

OUR CLIENT, a well-known young Fashion Designer, needs a P.A. to assist him in his P.R. and to act as a liaison between him and his clients...

WOMEN'S APPOINTMENTS SECRETARIAL IF YOU PREFER PROFESSORS TO TYCOONS... You'd enjoy working with us

SECRETARY/PERSONAL ASSISTANT An ambitious, experienced Secretary with shorthand and/or audio typing is required for an expanding Secretary to General Manager...

BI-LINGUAL SECRETARY £1,750 p.a. We are an expanding international company and have a challenging opportunity for an experienced Secretary to join our small yet highly professional European offices in Hongkong...

SECRETARY REQUIRED FOR GENERAL MANAGER OF THIS MAJOR DEPARTMENT STORE Applicants should be interested in the world of Retail. This includes Fashion, Household Departments, Food, etc.

Large London P.R. AGENCY requires Secretary who enjoys a full exciting working day in a highly professional, hard-working team. Good salary, 4 weeks holiday, L.V. bonus.

ST. DUNSTON'S COLLEGE Secretary to the Bursar required. Salary negotiable but not less than £2,700 p.a. Applications in writing...

LEGAL AD SOLICITORS require Secretary. Demanding and interesting work. Durrington and Partners, 11, West Lane, Acton, W.1. 01-292 5054.

SECRETARY/SHORTHAND TYPIST For 21, registered for Partner in Architects office. West End, L.B.M. Typewriter. Own office. Salary £1,800 p.a. plus L.V. Contact Mrs. Anderson, 11, West Lane, Acton, W.1. 01-292 5054.

Secretary where you're not part of the wallpaper Wallpaper we have, and gorgeous matching materials. Paints and decorations, too. We're WFM, the family name for Sandersons Crown and Polycote products...

WOMEN'S APPOINTMENTS SECRETARIAL PERSONAL ASSISTANT/SECRETARY Exciting Opportunity for an intelligent woman, early 20's, to become Personal Assistant to young Company Secretary of rapidly expanding group of companies.

SENIOR SECRETARY required for director of a large Public Relations company dealing with international corporate and consumer clients.

FIRST CLASS SECRETARY £2,500+ required by two executives of an international company in the W.C.2 area (near Underground). The applicant with initiative and excellent secretarial skills must be able to cope with large responsibilities particularly during absence of her bosses.

KNIGHTSBRIDGE FINANCIER £2,500 PLUS PLUS Super girl required to work in Knightsbridge as Secretary/P.A. to financier. Fast, varied and interesting work for difficult, charming, demanding and generous boss. Must be totally dedicated and have excellent qualifications in return for which she will be paid £2,500 plus, plus.

SECRETARY-£2,200 PLUS ADVERTISING AGENCY for General Manager of new expanding company in E.14. This job will be suit a car owner-10 mins. drive from Tower Bridge...

...AND SO TO GUINNESS! Top Personal Assistant, Secretary, typist, shorthand, stenographer - someone conversant on the most national and best informed job in London!

JOYCE GUINNESS BUREAU (Knightsbridge, S.W.3) Telephone 01-589 8807

SECRETARY/RECEPTIONIST Busy Handley Street Consultants need responsible, enthusiastic lady who enjoys constant contact with clients and has a good command of English. Please telephone 01-437 8644.

SECRETARY/P.A. REQUIRED in small Chartered Surveyors' office in Trafalgar Square. Modern office with excellent facilities. Good scope for responsibility and initiative. Salary around £2,000. Good prospects for advancement. Phone 839 6951.

THE TIMES BILINGUAL SECRETARY TO EUROPEAN SALESMEN We need an experienced secretary with English/French and/or English/German shorthand and a good typing speed to work with a small team of salesmen in our European Advertisement Department. Salary in the region of £1,775 per annum.

Women's Appointments also on pages 6 and 27

SECRETARY c. £1900

Reuter Limited, the world-wide general and business news agency, has an immediate opening for a secretary...

SECRETARY

Bright conscientious Secretary with at least one year's experience in a permanent job required as soon as possible to share responsibility with girl P.A. to Executive Director.

P.A. SECRETARY required

For Senior Branch Manager of Engineering Company The person we are seeking will be an experienced top level secretary with an interest in business...

SECRETARY (£2,300 approx)

Top position in leading W.I. Property Company. Excellent opportunity for ambitious secretary now seeking an executive-level position...

PERSONNEL IN FASHION

Personnel Office of leading London Fashion House in West End seeks a Secretary with an interest in personnel, a warm personality...

NATIONAL CHILDREN'S BUREAU

A Profit Secretary is required to work with a team of researchers in identifying and recruiting children...

SECRETARY

To General Manager of small Store Street Office of Overseas Mining Company. Experience in typing and Telex operation essential.

YOU WON'T FIND THIS...

difficult to find and decrease in demand for the position of a secretary in this area...

SALARY £3,000 P.A.

Experienced Secretary required for U.K. Educational Publishing Co. Good secretarial, typographical and computer skills essential.

PLUS INTEREST

What's £2,000 or thereabouts? If the work's a bit interesting, plus a few other perks...

Mary Overton Female Executives 25 New Broad Street W1C 9HD

WOMEN'S APPOINTMENTS SECRETARIAL

SENIOR SECRETARY TO DIRECTOR OF PERSONNEL AND ADMINISTRATION

This position needs a calm, competent lady with a flair for detailed administrative and clerical work and fast accurate shorthand and typing (120/50). The use of these latter skills forms a significant proportion of the work...

ROCHE PRODUCTS LIMITED

15 Manchester Square, London W1M 6AP 01-935 5566

DIRECTOR GENERAL'S SECRETARY/PA

The Director General of a Trade Association in the Easton Road Area requires a Secretary/P.A., possibly a graduate, to assist with all aspects of the administration of the Association...

OUT AND ABOUT

TOP PR. MAN needs a first-class P.A. SECRETARY with personality and determination to help ORGANISE AND CONTROL Rapid-expansion programme for the first girl who likes to GET OUT OF THE OFFICE £2,300 per annum

PUBLIC RELATIONS SECRETARY/PA

Senior public relations executive requires a competent secretary who will be prepared to take responsibility for varied and demanding work.

TOUGH RELIABLE SECRETARY/PA

Who will work alongside the Head of Public Affairs section in small, well established, successful business. Will deal with all secretarial duties...

KEEP LONDON'S HEART BEATING

Established in Trafalgar Square. Re-establishing its heart. The P.R. Consultants needs 2 really enthusiastic Secretaries.

RING GILLIAN SIMMONS

01-930 3033

GOOD HOUSEKEEPING EDITOR

Good housekeeping Editor for a new magazine. Will be responsible for the editorial content of the magazine and will work closely with the Managing Director...

SECRETARY in West London

A position with responsibility offered to a really enthusiastic secretary with a small Secretarial House. High salary, 24 hours a week, 5 days a week, 4 weeks annual leave, 25 days annual holiday.

SECRETARY

For a small business in central London. The P.A. Secretary must be able to handle a wide range of secretarial duties and be capable of handling a large volume of correspondence.

WESTERN GIRL

Someone in London is someone who is 20+ has a lively and friendly personality, a good telephone manner, a little typing, enjoys meeting people and would like to work in a super secretarial job in Oxford Circus. We would like to meet her, so will she please phone us!

WOMEN'S APPOINTMENTS SECRETARIAL

SECRETARY/PA UP TO £2,000 NEGOTIABLE

Leading City public relations consultants need 2 capable Girl Fridays with ambition to work with senior executives on an interesting range of prestige accounts.

ALFRED MARKS BUREAU

214 Shaftesbury Avenue, London W1P 2EJ 01-763 9201

CREDIT MANAGEMENT

This is a very responsible and varied position working for a Director in Group Credit Management in a major international business. You will be involved in establishing and monitoring credit policies and dealing with our customers both personally and on the telephone.

CENTRAL STAFF OFFICE

10 Grosvenor Gardens, London W1A 3DF Tel: 01-930 5511, ext. 33.

EMBASSY STUDENTS DEPARTMENT

has 170 vacancies for well educated and intelligent girls. One for interesting secretarial post for which good shorthand and typing are essential. Another for clerical work in our accountancy department. Salary £2,440 p.a. Max. 10,000-17,000.

SECRETARY/P.A.

Director of Canadian Investments in London seeks a Secretary/P.A. for a small, well established, successful business. Will deal with all secretarial duties...

SECRETARY/P.A.

For a small business in central London. The P.A. Secretary must be able to handle a wide range of secretarial duties and be capable of handling a large volume of correspondence.

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WOMEN'S APPOINTMENTS SECRETARIAL

SECRETARY

European Director of Property, the leading American Business School, requires efficient Secretary. This is a varied job for girl interested in taking responsibility and handling work on her own while her boss is away.

Lectures and Meetings

UNIVERSITY OF LONDON: A lecture entitled 'The University of London with the Solar Wind' will be delivered by Professor L. Balmain (Monday) at 3.15 p.m. on 15 May at Queen Mary College, Goldsmiths, Lecturer: The Hon. Lord and Mrs. J. G. Whitman. Tickets: Academic Registrar.

MOTOR CARS

MERCEDES 350 SL K registration, automatic hard roof, 23,000 miles. Beautiful car. £4,200. Telephone: 01-676 3646.

CITROEN ECONOMY

1973 Citroen Economy. 1000 cc. 1300 cc. 1500 cc. 1700 cc. 1900 cc. 2100 cc. 2300 cc. 2500 cc. 2700 cc. 2900 cc. 3100 cc. 3300 cc. 3500 cc. 3700 cc. 3900 cc. 4100 cc. 4300 cc. 4500 cc. 4700 cc. 4900 cc. 5100 cc. 5300 cc. 5500 cc. 5700 cc. 5900 cc. 6100 cc. 6300 cc. 6500 cc. 6700 cc. 6900 cc. 7100 cc. 7300 cc. 7500 cc. 7700 cc. 7900 cc. 8100 cc. 8300 cc. 8500 cc. 8700 cc. 8900 cc. 9100 cc. 9300 cc. 9500 cc. 9700 cc. 9900 cc.

WANTED

PRIVATE BUYER wishes to purchase cars in London, Essex, Kent, Sussex, Devon, Cornwall, Dorset, Wiltshire, Gloucestershire, Herefordshire, Shropshire, Staffordshire, Derbyshire, Nottinghamshire, Lincolnshire, Northamptonshire, Northumberland, South Yorkshire, West Yorkshire, East Yorkshire, East of England, South East, South West, West Midlands, East Midlands, North East, North West, Yorkshire, Lancashire, Cheshire, Merseyside, Greater London, Greater Manchester, Merseyside, East of England, South East, South West, West Midlands, East Midlands, North East, North West, Yorkshire, Lancashire, Cheshire, Merseyside, Greater London, Greater Manchester, Merseyside.

HIGH CALIBRE MANAGING DIRECTOR AVAILABLE (LONDON)

Having both solid and light backgrounds in business and industry. Offer full time skills and expertise to a company in need of high calibre managing director. Extensive experience in business development, marketing and general management. Salary negotiable. Box 2674 C, The Times.

SWISS SECRETARY

German, English, French. Is looking for a job in central Europe. Will be in London for interviews from Monday. Please reply to Box 2484 C, The Times.

RESPONSIBLE POSITION in social, charitable or similar organization in London. Good salary. Experience in public relations. Ability to organize and act on own initiative. Please reply to Box 274 C, The Times.

COMPANY SECRETARY

Young responsible qualified man, good experience in public relations, 4 days a week. London or within commuting distance. Valuable experience. Please reply to Box 2419 C, The Times.

WANTED

TRVING TO SELL IN TODAY'S MARKET can be difficult but we will help you. Contact us today. 01-589 0193/4.

PETER DODD & ASSOCIATED LTD. 142 BULLOCK PARK AVENUE, W11 0JZ TEL: 01-727 0631.

FLAT SHARING

1973 Ford Falcon GT. 570 cc. Turbo-Black. Power brakes. Right-hand drive. Full car cover. 15,000 miles. Price £4,000.

BE MY NEXT CAREFUL OWNER. 1973 Silver Shadow, sage green with green trim. 24000 miles. Full car cover. 15,000 miles. Price £4,000.

ROBBINS OF PUTNEY. Austin Rover Triumph. A wide selection of most models for early or immediate delivery.

COLLECTOR'S ITEM. 1936 Rolls-Royce 25/30. Sports Saloon with hidden division. In excellent condition. Price £23,000.

NEW LUXURY FLAT. 1200 sq. ft. 3 bedrooms. 2 bathrooms. Full kitchen. Full service. Price £25,000.

ROLLS-ROYCE & BENTLEY. 1936 Rolls-Royce 25/30. Sports Saloon with hidden division. In excellent condition. Price £23,000.

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BENTLEY T-SERIES 1973. Finished in medium metallic blue with cream leather. Full car cover. 15,000 miles. Price £4,000.

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ADVERTISING... Classified advertising section with various notices and contact information.

BIRTHS... Birth notices for various families including the HENNIN, WATSON, and WOODLEY families.

MARRIAGES... Marriage notices including the wedding of Mrs. M. J. HENNIN and Mr. J. WATSON.

DEATHS... Death notices for various individuals including Mrs. M. J. HENNIN and Mr. J. WATSON.

DEATHS... Further death notices for Mrs. M. J. HENNIN and Mr. J. WATSON.

DEATHS... Additional death notices for Mrs. M. J. HENNIN and Mr. J. WATSON.

DEATHS... More death notices for Mrs. M. J. HENNIN and Mr. J. WATSON.

DEATHS... Final death notices for Mrs. M. J. HENNIN and Mr. J. WATSON.

DEATHS... Death notices for various individuals including Mrs. M. J. HENNIN and Mr. J. WATSON.

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DEATHS... Additional death notices for Mrs. M. J. HENNIN and Mr. J. WATSON.

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The Times crossword puzzle No 13,686 with clues and a grid.

WANTED MORE HOUSES TO LET... Real estate advertisement for Richmond area.

DAVID UPSHER'S... Advertisement for a holiday house for sale.

AFRICA SPECIALISTS... Advertisement for travel services to Africa.

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